A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 9, 1969

Progress report for traders on new legislation, regulations

INTERPACK 69: $8 million package

International Trade Winds Newsletter

Company News

DATA PROCESSING—Burroughs Corp., Detroit, has sold a $650,000 computer system to the Atomic Energy Commission of Denmark for use in studying applications of nuclear energy. The system, which will be installed next year at the commission's laboratories in Riso near Copenhagen, will also perform scientific and research computations. There are plans to install data communications terminals to the system so that engineers can use it from areas remote to the Riso laboratories.

INDUSTRIAL GASES—American Air Liquide, Inc., New York, has been awarded a $2 million contract for a 425 ton-per-day cryogenic air separation plant to be constructed for El Teniente Copper Mines, Caletones, Chile. Supplying 95% gaseous oxygen for copper smelting operations and a small stream of high purity oxygen for local cylinder use, the new plant will be the largest of its type in Latin America.

SYNTHETIC FABRICS—Goodyear Tire and Rubber Co., Akron, and Toyobo Co. Ltd., Tsuruga, Japan, jointly announced the inauguration of a new company, Toyobo Petcord Ltd., which will build and operate a manufacturing facility for Polyester tire yarn. The new factory, expected to begin operations in Nov. 1970, will be located adjacent to Toyobo's existing factory. Equities of Goodyear and Toyobo will be equally divided.

TRACTORS—Ford Motor Co., Detroit, and Escorts Ltd., India, are organizing a venture to manufacture and sell tractors to India. Under the title Escorts Tractors Ltd., Ford's model 3000 tractor, a 46 horsepower unit appropriate to India's agricultural conditions, will be assembled in a new plant at Faridabad, south of New Delhi, and marketed through a network of franchised dealers.

ENGINE ACCESSORIES—Donaldson Co., Inc., Minneapolis, will begin construction this month on a $1 million factory in Westphalia, West Germany. Completion is scheduled for November, and production is scheduled to begin in January on filter cartridges and stamped metal parts for heavy-duty engine air-cleaners.

Seoul, Korea, and its recent U.S. Industrial Machinery Exhibition now hold the all-time sales record for Commerce's Commercial Exhibitions program —$8,212,431 at the show, and a projected $14,846,700 additionally in the next year. Also, 13 of 14 exhibitors seeking agents were successful, and the 14th is still balancing the applications of interested, qualified candidates. More than 7,000 Korean businessmen viewed equipment by 45 U.S. firms.

Korat, Udorn, Khonkeen. Not household names among most Americans. But these cities in northeast Thailand have good customers for U.S. goods. Fourteen companies took their products on a mobile trade show there in April 1968, and have now reported post-show sales of about $1 million. In each of the cities, actual sales in the 12-month report period topped the predictions made by the exhibitors as they departed. This low-cost promotion was an effort by Commerce's trade specialists to get U.S. companies to venture into secondary commercial centers in Southeast Asia.

"This has been an eye opener. The timing of our participation was perfect. And to think I was hesitant to participate." That's a post mortem summary by William Gould, president of the Nyltite Corp. of America, about his firm's experience in entering the British market via the London U.S. Trade Center's Industrial Fastener and Adhesive Exhibition.

The State of Arizona, through its Department of Economic Planning and Development, will help its neighbors in the State of Jalisco, Mexico. It is assisting with an industrial development seminar to be presented by the American Chamber of Commerce of Mexico this month in Guadalajara. Jack Scott of the State agency, who has assembled a top-level State-industry team for the seminar, sees it as a step toward stronger Hemispheric trading patterns.

Multinational corporation. Supranational corporation. Transnational corporation. Extranational corporation. Cosmocorp. "Whatever the name," says the National Foreign Trade Council's Robert M. Norris, "the global company provides an appropriate medium for the efficient application of technology to the problem of economic development and higher standards of living for all people." And with its onset, he notes, comes a whole host of complexities about how to define its rights and duties—a major subject for exploration in the 70's.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

The fifth in the series of monthly reports on actions taken by various U.S. and international legislative and regulatory bodies is a part of this week's issue. Prepared by commercial policy specialists in the Commerce Department's Trade and Commercial Policy Division, the reports keep U.S. traders abreast of the latest happenings that might affect international commerce. Story on page 2. Also highlighted in this issue is the recent INTERPACK '69 Fair in Duesseldorf, at which the 32 U.S. participants in a Commerce Department exhibition gathered $8 million in sales. See page 14.

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Month's legislative action reported; States, GATT, Customs, Tariff Commission and others take steps

Commerce trade policy specialists summarize month's measures by U.S. and foreign bodies that affect international business

The following is the fifth in a series of regular reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division. The earlier reports were published Feb. 10, Mar. 10, Apr. 7, and May 5.

Congress: Legislation, Hearings—In May, the House of Representatives passed nine tariff bills, 43 trade bills were introduced in the Congress (11 in the Senate, 32 in the House), and Congressional committees considered legislation on a variety of international trade matters.

The nine tariff bills reported in last month's article were passed by the House on May 13 and sent to the Senate, where they were referred to the Committee on Finance.

On May 27, the Finance Committee reported favorably on six of these bills to provide continuation of the expiring duty suspensions on fine silk yarns (H.R. 2718), shoe copying lathes (H.R. 5833), chicory roots (H.R. 8644), electrodes for producing aluminum (H.R. 10015), and certain metal scrap (H.R. 10016), and to prevent multiple payment of customs duties on racehorses purchased outside the United States (H.R. 4239). The latter bill was reported with an amendment to include lamb under the import controls established in the Meat Import Act of 1964. These controls would be based on the average level of lamb imports in 1966-68 with allowance for increases based on growth of U.S. consumption. H.R. 5833 and H.R. 8644 were reported with welfare amendments. Three House-passed bills await action by the Committee: continuation of the expiring duty suspensions on heptanoic acid (H.R. 4229) and istle (H.R. 10107), and a tariff reclassification of stethoscope parts (H.R. 7311).

(On June 2, the Senate passed the three House-passed suspension bills reported without amendment by the Finance Committee, covering fine silk yarns, electrodes for producing aluminum, and certain metal scrap.)

Of the 43 new bills introduced in May, 14 would impose import quotas on specified products. H.R. 11037, introduced by Rep. Wilbur D. Mills of Arkansas, would place value limitations on the importation of textile articles. S. 2083, introduced by Senator Abraham Ribicoff of Connecticut, would restrict imports of antifriction ball and roller bearings. S. 2283, "The East-West Trade Relations Act of 1969", was introduced by Senator Warren G. Magnuson of Washington and 23 cosponsors. It is identical to the East-West trade bill introduced in 1966 which would authorize the President to negotiate commercial agreements with Communist countries (except Communist China, North Korea, North Viet-Nam, Cuba, and the Soviet Zone of Germany). H.R. 10799, introduced by Rep. Silvio O. Conte of Massachusetts and cosponsored by 55 Congressmen, would phase out the oil import program over the next ten years. Three new duty suspension bills were introduced: H.R. 10875, for upholsterer's regulators, needles, and pins; H.R. 10982, for turtle meat and turtle offal; and S. 2227, for grids for electron microscopes.

A proposed amendment to the agricultural appropriations bill, which would have prohibited the use of funds for the purchase of imported fish and fish products for the school lunch program, was defeated on the floor of the House.

The House Committee on Merchant Marine and Fisheries and the Senate Committee on Commerce both held hearings on conservation bills which would prevent the importation of endangered species of wildlife (Provisions of these bills were described in this column in the March 10 issue of INTERNATIONAL COMMERCE).

The International Finance Subcommittee of the Senate Committee on Banking and Currency also considered two bills (S. 813 and S. 1940) which would extend the authority to regulate exports under the Export Control Act for an additional four years.

Bureau of Customs: Expanded Services for U.S. Exporters—Port-of-origin clearance for exporters was made available in 14 more cities for surface shipments and in three more cities for air shipments, effective May 14. As a result of this expansion, 32 U.S. cities now have port-of-origin clearance facilities.

Exporters may present shipping documents to Customs either at the "port-of-origin" city nearest the point of origin of the shipment or at the "port of export" where the shipment is laden for transport abroad. The port-of-origin system has two advantages: changes in the shipping documents can be made more quickly and spot-check examination of merchandise by Customs can be made more expeditiously.

Customs port-of-origin service is now available for both surface and air shipments at Baltimore, Buffalo, Chicago, Cleveland, Detroit, Houston, Los Angeles, New Orleans, New York, Philadelphia, St. Louis and San Francisco. Clearance for surface export shipments only may be obtained in Charleston, S.C., and Jacksonville, Florida. Air export shipments can be cleared in Atlanta, Boston, Dallas, Denver, Honolulu, Kansas City, Memphis, Miami, Minneapolis, Newark, Oklahoma City, Pittsburgh, Port Everglades, Portland (Oregon), San Diego, San Juan, Seattle, and Tucson.

Bureau of Customs: Antidumping Cases (Glycine, Concord Grapes, Ceramic Wall Tile)—In May, the Bureau of Customs announced that, as a result of an investigation into charges of possible dumping of aminoacetic acid (glycine) from the Netherlands, it has determined that this merchandise is not being, nor is likely to be, sold at less than fair value within the meaning of the Antidumping Act. This investigation is now closed.

The Bureau also announced that Concord grapes from Canada are being, and are likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act. Accordingly, the case has been referred to the Tariff Commission for a determination as to the possibility of injury to the domestic industry. A determination of injury is necessary before antidumping duties can be assessed under that Act.

The Bureau also initiated an inquiry into a complaint that ceramic wall tile from the United Kingdom is being or is likely to be sold at less than fair value

within the meaning of the Antidumping Act. The inquiry is the result of information supplied by Howrey, Simon, Baker & Muchison, Washington, D.C. Imports from the United Kingdom of ceramic wall tile during the period January through September 1968 amounted to about $3.3 million.

Customs also announced its final determination that azobisformamide from Japan is no longer being, nor likely to be, sold in the U.S. at less than fair value and has revoked its findings of dumping made in 1965. The Bureau's Notice of Intent to Revoke the Finding of Dumping was published in the Federal Register of March 13, 1969.

Treasury Department: Countervailing Duties (Certain Basic Steel Products)—On May 5, the Treasury Department announced that as a result of an investigation by the Bureau of Customs, it has been determined that certain steel products imported from Italy are being subsidized by the Italian Government. Accordingly, countervailing duties ranging from $10 to $24 per metric ton will become effective on June 14 on such items as pipe, cables, staples, nails, rivets, bolts and nuts.

Countervailing duties will be assessed only on shipments receiving benefits from the subsidy program, and will be equal to the amount of the subsidy. The action resulted from a complaint made by U.S. Steel Corporation.

Treasury Department: Chinese Type Foodstuffs—Office of Foreign Assets Control, Treasury Department recently published notice that certificates of origin issued by the Ministry of Economic Affairs of the Government of the Republic of China under procedures agreed upon between that Government and the Office of Foreign Assets Control are now available for imports of sweet and sour mustard greens, canned red bean paste, and pickled scallions.

Tariff Commission: Sardine Hearings—The Tariff Commission held public hearings on April 29-May 2 as part of its escape-clause investigation under the Trade Expansion Act of 1962 to determine whether, as a result in major part of concessions granted under trade agreements, canned sardines are being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry or industries producing like or directly competitive products. The investigation was instituted by the Commission on Feb. 5 following the filing of a petition by the Maine Sardine Packers Association.

This is the thirteenth "escape-clause" case instituted since enactment of the Trade Expansion Act. To date, no industry has been successful in meeting the injury criteria of the Act to qualify for relief from import competition. The Tariff Commission is to submit its report to the President on this matter no later than July 28.

Tariff Commission: Concord Grapes—Following receipt of advice from the Treasury Department that Concord grapes from Canada are being, or are likely to be, sold in the United States at less than fair value, the U.S. Tariff Commission on May 7 instituted an investigation to determine whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of importation of such merchandise.

This is the first dumping case to be referred to the Tariff Commission for an injury investigation since enactment of a law in October 1968 (PL 90-634) which requires the Treasury and the Tariff Commission to resolve any conflict between the International Antidumping Code and the U.S. Antidumping Act of 1921 in favor of the Act.

A public hearing in connection with the investigation will be held at the Tariff Commission Building in Washington, D.C., on June 24, 1969. Interested parties desiring to appear at the public hearing should notify the Secretary of the Tariff Commission, in writing, at its offices in Washington, D.C., at least five days in advance of the hearing date.

Tariff Commission: Brooms—The Tariff Commission on May 28 reported to the President its judgment as to the consumption of brooms made wholly or in party of broom corn in 1968 as well as information on the production and trade in other brooms competitive with brooms made of broom corn. Copies are available upon request to the Commission as long as the supply lasts. Requests should be addressed to the Secreteary, U.S. Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

Tariff Commission: Temporary Entry Provisions—The Tariff Commission released on May 28 a second interim report and ordered a public hearing in connection with the study, initiated on July 26, 1965, under section 332 of the Tariff Act of 1930, of the provisions in Title 19 of the United States Code which permit the temporary importation of merchandise into the United States with exemption from duty or which permit the recovery of duty when the imported merchandise or its domestic equivalent is exported. The public hearing is scheduled Aug. 5.

In March 1966 the Commission con-

U.S. April trade was in surplus

The merchandise trade balance in April was in surplus by $177.5 million, seasonally adjusted, according to trade data released by the Bureau of the Census. The April surplus compares with a March surplus of $215.3 million.

Merchandise exports—excluding defense shipments—totaled $3,354.7 million, seasonally adjusted. This is 5% above March and 17% above a year ago. General imports, at $3,177.2 million, were more than 6% above March and 22% above April 1968. Both imports and exports set new records, and this is the first time U.S. imports exceeded $3 billion in a single month. For the first four months of 1969, the merchandise trade surplus amounted to $109.4 million, compared with $413.0 million in the corresponding period a year ago.

The dock strike was the principal new factor in holding down the trade balance in the first four months of this year. However, another significant portion of the decline in the trade balance came in U.S. auto trade with Canada. Export shipments were up about $200 million over the first four months of 1968, but imports rose $300 million. As a consequence, the trade balance worsened by $100 million.

Strikes and threats of strikes have strongly influenced U.S. merchandise trade patterns for more than a year. Trade figures for May and June may reflect anticipation of a possible strike by the maritime unions on June 15 which would tie up U.S. flag merchant ships. Efforts of the parties to reach agreement without a strike are currently being hampered by inter-union disputes.

A shipping strike in June would have a significant adverse impact on exports of high-value cargo. While only U.S. flag carriers would be affected by the strike, these vessels account for about one-fourth of total liner cargo shipments —mainly high value manufactured goods. U.S. flag carriers handle only a very small percentage of bulk cargo shipments.

cluded the first phase of the study with the publication of a report entitled "Report on Legislative Objectives" (T.C. Publication 170), containing the legislative history of the various provisions covered by the study.

The current report, entitled "Report on Use of Temporary Entry Procedures and Tentative Proposals" (T.C. Publication 286) contains detailed data for the years 1965-67 on various temporary entry provisions covered by the study. It also contains tentative proposals under consideration by the Commission, such as possible repeal, amendment, or consolidation of the drawback, bonded manufacturing warehouse, foreign trade zone and other provisions. The proposals are for the purpose of eliciting constructive comment and suggestions from interested parties.

Parties wishing to appear at the public hearing should notify the Secretary of the Tariff Commission, in writing, no later than July 25.

Tariff Commission: Tariff Summaries—The Tariff Commission has released four more volumes in its series of Summaries of Trade and Tariff Information. Two of these are in the series of animal and vegetable products: 1) live plants and seeds, and 2) fish products, shellfish and shellfish products. A third volume is in the series on chemicals and related products and covers alcohols, ethers, esters, oxides, halogenated hydrocarbons and other organic compounds and mixtures. The fourth new volume is in the series on textile fibers and textile products and covers felts, batting, nonwoven fabrics, fish, machinery belts and clothing, hose, coated fabrics, and other fabrics for special purposes. Four more volumes remain to be published in the series on animal and vegetables products, five more on chemicals and three more on textile products.

Each volume contains product descriptions in terms of the tariff schedules, production, import, export, consumption and other economic data.

The volumes are available for use at the 42 Field Offices of the Department of Commerce and at certain public and university libraries in larger cities.

Tariff Commission: Unfair Import Competition—As the result of preliminary inquiries, the Tariff Commission on May 14 ordered the institution of full investigations in two cases of alleged unfair import competition under section 337 of the Tariff Act of 1930. The products involved are: (1) certain crawler tractor parts, and (2) freeze-dried coffee. The Commission at this time is not recommending that temporary exclusion orders be issued.

The Commission has scheduled public hearings to be held at the Tariff Commission Building in Washington, D.C. on July 15 (tractor parts) and on July 22 (freeze-dried coffee). Interested parties desiring to appear and give testimony at the hearings should notify the Secretary of the Commission in writing at least five days in advance of the opening of the hearings.

The Commission has also initiated a preliminary inquiry into a complaint alleging unfair methods of competition and unfair acts in the importation and sale of ski poles and ski pole components. Pertinent information submitted by interested persons will be considered by the Commission if received not later than July 7. Information should be sent to The Secretary, United States Tariff Commission, 8th and E Streets, N.W., Washington, D.C. 20436.

Agriculture Department: Sugar Quotas, Other Import Regulations—On May 1 the Department announced an additional deficit of 200,000 tons in the sugar quota for Puerto Rico. Quotas were revised accordingly with no allocation to Peru due to indications that because of drought, Peru will not be able to market more than its present quota.

The Agriculture Department also announced a number of changes in import requirements: 1) For mangoes imported from Central America and the West Indies—authorization of greater temperature range during treatment and entry in certain U.S. ports of mangoes from the Mediterranean-fruit-fly-infested countries if fruit is fumigated under permit; 2) for seedless grapefruit—"Improved No. 2" fruit that meet or exceed higher grade requirements of U.S. No. 1 Golden may be imported with a minimum size of 3-7/16 inches diameter; 3) Persian-type limes—new minimum grade is U.S. Combination, Mixed Color, with not less than 75 percent of the limes in any container at least U.S. No. 1, Mixed Color; new minimum size is 1⅞ inch diameter.

Oregon: "Buy American" Bill—The Oregon legislature adjourned on May 24 without passing the "Buy American" bill which had been referred to the House Judiciary Committee. The bill (H.B. 1445) had been reported out of the House Committee on State and Federal Affairs by a 5-4 vote. When it reached the House floor, its constitutionality was questioned, prompting referral to the Judiciary Committee.

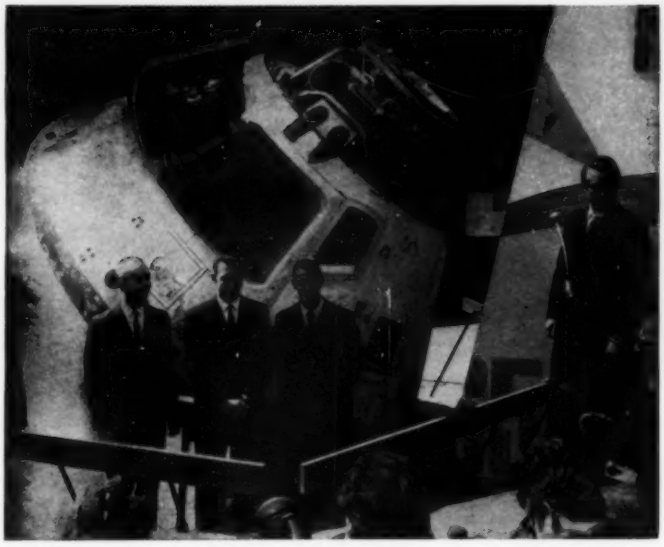
The bill would have forbidden the use of imported products in public works upon determination that a country discriminated against the sales of similar products made in Oregon and when imported products are sold at prices "less than fair value." The State legislature is not scheduled to meet again for two years.

Brazilian Export Tax: Soluble Coffee—The Government of Brazil, by a decree dated April 29, has established a tax of 13¢ per pound on exports of soluble coffee to the United States. The tax, which became effective on May 1, is approximately 15% of the registration price. In an exchange of notes, Brazil and the United States agreed to meet in January 1970 to discuss the effect of this new tax.

Brazil's action results from a U.S. complaint entered against Brazil under Article 44 of the International Coffee Agreement of 1968, charging that Brazil was discriminating in favor of the export of soluble coffee as compared to green coffee by requiring the payment of an export tax on green coffee which is not assessed against soluble coffee. This discrimination was hurting green coffee importers and soluble coffee manufacturers in the United States. The United States has stated that the tax level should be 30¢ per pound and that it will press for further action by the Government of Brazil. The Government of Brazil has made no commitment for any further action. (Findings of the Arbitration Panel which considered the case were reported in this column in the April 7 issue of INTERNATIONAL COMMERCE.)

GATT Meeting: Non-Tariff Barriers—The Working Group on non-tariff barriers of the General Agreement on Tariffs and Trade completed its initial examination of complaints against GATT countries in early May. The Committee will meet again in late June to examine any new complaints, approve documentation developed in earlier meetings and discuss the future work program. A further meeting in September will be used to prepare a report for consideration by the Contracting Parties at the next session of the GATT.

GATT: Trade Negotiation Concluded with South Africa—On April 30, representatives of the United States and South Africa signed an agreement in Geneva, Switzerland concluding trade negotiations resulting from South Africa's October 1966 withdrawal of certain trade concessions made under the General Agreement on Tariffs and Trade. As compensation the United States has obtained, among other concessions, tariff reductions effective immediately on a number of commodities, including coniferous wood, air conditioners, tracklaying tractors and electronic data processing machines.



SPACE MEN AT U.S. EXHIBITION at Paris Air Show were three from U.S., seen with Apollo 8 Command Module: (from left), Cols. James McDivitt and David Scott, and Russell Schweickart, and two unexpected visitors from the USSR: Col. Vladimir Shatalov and Aleksei Yeliseyev. Cosmonaut Shatalov is testing the Link flight trainer. Ambassador Sargent Shriver at right in photo at left, officially opened U.S. pavilion.

Space travelers help open U.S. exhibition at Paris

"Colonel Shatalov cannot get out now. He is 8,000 feet up."

A Soviet official accompanying two of his country's cosmonauts through the U.S. Exhibition at the Paris Air Show had to tarry as Col. Vladimir Shatalov tested the working flight simulator displayed by the Link Division of the Singer Co.

Colonel Shatalov and a civilian colleague, Aleksei Yeliseyev, paid an unexpected visit to the U.S. pavilion on the eve of its official opening and chatted, through an interpreter, with various exhibitors. The pavilion's girl guides speak 12 languages in all, and one was quickly summoned to assist the party of the cosmonauts in Russian-English interchanges.

Three U.S. astronauts who had been on the March Apollo 9 lunar module test mission, Cols. James McDivitt and David Scott, and Russell Schweickart, helped to open the U.S. exhibition. U.S. Ambassador to France Sargent Shriver unvieled the Command Module used in the Apollo 8 Christmastime mission around the moon.

A total of 185 U.S. aerospace companies are exhibiting their products at the biennial Paris show. Approximately half of these are in the U.S. pavilion. While only 61 firms are listed as exhibitors in the pavilion, two of these exhibitors actually represent 25 companies.

Early reports from the commercial components area of the U.S. Exhibition were that visitors were astonished at the wide range of products offered, from desk-sized computers to airplanes. (NOTE: This first Paris Air Show report will be followed by another on later developments, including the appearance at the show of the Boeing 747 "jumbo" jet.)

American, Japanese businessmen to meet in San Francisco

Session this week sixth in series co-sponsored by U.S. Chamber

Japanese and American business leaders will discuss major binational and multinational trade and investment issues of mutual concern at the Sixth Japan-United States Businessmen's Conference in San Francisco June 11-13.

Initiated by the business communities of both nations in 1962, this conference represents the highest private industry dialogue carried on between the two nations. Its agenda almost parallels the one to be followed by the two governments next month during Ministerial talks.

The American delegation, composed of presidents and board chairmen of some of the nation's major business organizations and industries, will be headed by Jenkin Lloyd Jones, president of the Chamber of Commerce of the United States.

Secretary of Commerce Maurice H. Stans last week briefed the delegation on his recent trip to Japan. During the session, Secretary Stans indicated that he considered the forthcoming conference "to be a most important opportunity for the private business sectors of the two countries to exchange views on a variety of trade and investment matters."

In discussing the conference agenda, Dr. Jay H. Cerf, manager of the National Chamber's International Group, said that a new conference innovation this year may lead to "a discussion of problems of unprecedented frankness."

"Each delegation is being asked to detail its own country's trade and investment restrictions and to propose specific measures its own country can follow in reducing or removing them," he said.

Agenda items for the conference, which is being cosponsored by the U.S. Chamber and the Japanese Federation of Business Organizations (Keidanren), will cover the nations' foreign trade policy directions, investment policies, economic outlooks and economic development of the Pacific basin.

The U.S. delegation has 28 members and seven official observers.

CLEVELAND WORLD TRADE CONFERENCE figures included guest speaker, Jean-Luc Pepin, Canada Minister of Industry, Trade and Commerce, (left). He chats with William Adams II, (r.), Greater Cleveland Growth Assn. Another event during the May 22 meeting (right) was presentation of an 'E' award to Fabcon Inc., pres., John A. Casey (l.), by E. E. Schnellbacher, asst. director, Bureau of Int'l Commerce, U.S. Dept. of Commerce.

World traders told Canada will aid fight on non-tariff barriers, study multinational firms' role

Commerce official presents 'E' award to Fabcon Inc., Ohio manufacturer of sugar and water chemicals

Canada's top trade official says his country stands ready to assist in the fight on non-tariff barriers to world trade and examine the new economic problems posed by multinational corporations.

"We are actively pursuing post-Kennedy Round efforts to further liberalize trade on a multilateral basis and we are responding positively to new proposals for a general preference scheme for developing countries," Canada's Minister of Industry, Trade and Commerce, Jean-Luc Pepin, also told the 24th Annual Cleveland World Trade Conference last month.

"In the context of further multilateral trade liberalization, there is certainly no shortage of challenging new avenues," Pepin said. "Many are now being examined under the GATT's Program for the Expansion of International Trade.

"In moving towards freer world trade the reduction of tariff approach has served well. It is not, however, the only method of solving these problems," Pepin said. "For this reason, Canada suggested the sector approach as a promising avenue since it is a method of coming to grips with all problems (tariff barriers, non-tariff barriers and problems posed by multinational corporations) related to a single industry or product area, e.g., aluminum."

Pepin said as a result of the progress achieved in cutting away excessive tariff protection, attention has now focused on barriers other than tariffs. He said these non-tariff barriers ranging from government purchasing policies and subsidies, to labeling, health or safety regulations and quantitative restrictions, should be critically examined in the next multilateral round of trade negotiations.

"The growth in the number and size of multinational companies during recent years has raised questions in both developing and developed countries," Pepin said.

"Will they operate as good corporate citizens? Will their policies be consistent with national objectives? Will they develop local resources, human and material, to the fullest extent possible? While these corporations are undoubtedly very important channels for the transfer of technology, managerial skills and capital . . . at the same time they can erect formidable barriers to trade if their policies and practices are determined on other than economic grounds."

Pepin said while it would be premature to attempt to delineate how government and the international community should best adapt to this trend, a high priority should be given to a careful examination of multinational corporations.

Canada also supports international commodity agreements as a way of liberalizing foreign trade, Pepin said. He gave as examples the agreements on coffee, sugar and grains. "We strongly believe that they are in the best interest of world trade—of exporters, and of importers also in the longer run.

'E' Award presented

Another highlight of the Cleveland World Trade Conference was the presentation of an "E" award to Fabcon, Inc., for its international sales efforts.

Fabcon processes and promotes chemicals for water purification and the sugar industry. Through seminars on product

application, establishment of effective distribution channels, language advertising and direct mailings, the Cleveland based company has substantially increased foreign sales on a sustained basis.

Adaptations have also been made by the company for the packaging of chemical products in steel drums with plastic liners to assure sturdiness and storability.

Last year Fabcon held its first seminar in Jamaica to teach the chemical treatment of process water to management and engineering personnel from all industries in that country.

This year seminars will be held throughout Central and South America and several Far Eastern and African countries.

A U.S. Commerce official in a situation report on the European Common Market told the conference that while discussion of newly improved prospects for further European integration has been sparked by the recent political developments in France, little action is anticipated in the immediate future.

"It is generally agreed that not much can be accomplished until after the German elections this September," said J. Robert Wilson, chief, Regional Affairs Section, European Division, U.S. Department of Commerce. "Thereafter it is very possible that the EEC will enter a period of renewed progress," he said.

"The EEC succeeded in completing its customs union on July 1, 1968, well in advance of the timetable required by the Treaty of Rome," Wilson reported. "This customs union, along with other factors produced both trade creation and trade diversion. From 1958 through 1968 intra-EEC imports increased 317% while imports from third countries rose only 108%. Imports from the U.S. fared somewhat better, rising 127%.

Another U.S. Commerce official reporting on the Central American Common Market said that although the future for CACM depends to a large extent on the response of regional authorities, the outlook is for continued growth of the area's economy, even though at somewhat reduced rates.

"This should result in a continued expansion of trade and investment opportunities in the region," said Reynaldo F. Rodriguez, chief, Regional Affairs Section, American Republics Division, U.S. Department of Commerce.

"The initial impulse that integration gave to economic growth is now waning," Rodriguez said: "To sustain the momentum of the first half of the 1960's basic problems must be confronted and economic policies conductive to high rates of growth and trade expansion implemented."

It was suggested in a report on the European Free Trade Association that with the resignation of General de Gaulle, the French may now want to reconsider their attitude and policy toward EFTA members joining the EEC.

Desmond G. McCleland, economist, Federal Reserve Bank of Cleveland, reported that since the formation of the EFTA nine years ago, trade between its members had risen 145% from $3.5 billion to $8.6 billion. He said that trade of EFTA members with other parts of the world had also increased appreciably.

McCleland noted that EFTA's trade with the United States has shown fairly wide fluctuations in recent years. EFTA's trade deficit with the U.S. amounted to $786 million in 1965, fell to $456 million the following year, increased to $688 million in 1967 and in 1968 dropped to $516 million.

French firm loses U.S. export rights

Interagra reshipped agricultural chemicals from Bordeaux to Cuba

The firm Interagra S.A. of Paris, France, has been denied all U.S. export privileges for an indefinite period for failing to provide information and documents regarding its participation in a transaction involving almost $500,000 worth of U.S.-origin agricultural chemicals that were reexported to Cuba.

The Department of Commerce reported that the material was exported from the United States last October, consigned to Interagra in Bordeaux. After arrival at that destination, it was transloaded to another vessel and shipped to Cuba.

In February the respondent was put under a temporary suspension of U.S. export privileges because of its suspected participation in the unauthorized transshipment.

In continuing its investigation the Office of Export Control in Commerce's Bureau of International Commerce (BIC) sent written questions to Interagra concerning its role in the transaction. It failed to furnish answers and, in accordance with applicable regulations, the indefinite denial order was issued. The order supersedes the temporary order which was due to expire on May 15, and will remain in effect until the questions are answered.

The order continues previous restrictions whereby Interagra and its agents are prohibited from participating directly or indirectly in any transactions involving U.S. origin commodities or technical data. Under the order, parties in the United States or abroad may not knowingly participate in transactions involving U.S.-origin commodities or technical data with the denied parties.

JAPANESE INTEREST IN AMERICAN SERVICE STATION EQUIPMENT was shown by 80 visiting retail petroleum dealers making a round-the-world tour under the leadership of Chikara Yoshitara (left). Commerce Department's Business and Defense Services Administration helped arrange the group's itinerary as it studied the $25 billion, 220,000-station U.S. enterprise. Wallace H. Pederson (at microphone) is Deputy Director of BDSA's International Liaison and Trade Opportunities Staff. Wingfield Chamberlain (second right) is Director of the BDSA Petroleum and Coal Division. Tatsuo A. Miyikawa (right) is on the Japan Desk, Office of International Regional Economics, Bureau of International Commerce. BDSA assists such groups through its Foreign Business Visitor program.

WORLD MARKETS SINCE 1962: V

U.S. share slips in most electric machinery lines

Fast growth in world sales of such equipment surpasses gains by American exporters

U.S. exports to the expanding world market for electric machinery and equipment did not grow rapidly enough to prevent a deterioration in our position from 1962 to 1967. From 27.3% in 1962, the U.S. share fell to 25.7% in 1967 as our competitors' performance bettered ours by a considerable margin.

Nevertheless, the rate of advance since 1962 in U.S. deliveries of this type of manufactured product was second only to that of transport equipment. Shipments climbed by 54% to $2.1 billion in 1967. Last year, these exports continued to rise but were again outpaced by other countries' sales and our share receded to 25.1%. Detailed data by product are not yet available for 1968.

Exports of electric machinery from the United States and 13 other leading industrial nations to markets outside this country reached $8.2 billion in 1967, a gain of $3.2 billion since 1962. Throughout this period, shipments of electric machinery expanded at about the same rate as all other manufacturers and consistently accounted for about a tenth of total exports for such goods.

While deliveries of electric machinery expanded across the board, four product lines were unusually buoyant—electron tubes, transistors, and other semiconductor devices; measuring and controlling instruments; domestic equipment; and power machinery and switchgear. Each of these surpassed the average gain of 64% in world electric machinery exports; together, they accounted for nearly three-fifths of the overall foreign market growth.

Exports of power machinery and switchgear, the largest-valued product group among electric machinery moving in world trade, rose by nearly $800 million, to $2 billion, from 1962 to 1967. Telecommunications equipment other than television and radio receivers, although among the least expansive products, rose by close to half a billion dollars to a total of $1.5 billion. The boom in world demand for electron tubes and semiconductors caused trade to more than double in those products in the five-year period.

Widespread economic development and rising living standards were the principal factors stimulating the electric machinery market. Sales in foreign markets were boosted by the growing need for power-generating capacity throughout the world. Expanding outlets for sophisticated industrial equipment and increasingly greater emphasis on research and development resulted in growing demand in the developed countries. At the same time, new designs and new uses for electric devices in the home extended, as well as activated, the market. Added to this were larger requirements for electrical equipment in developing countries as industrialization proceeded.

U.S. share erratically lower

U.S. exports of electric machinery climbed by about one-half from $1.4 billion in 1962 to $2.1 billion in 1967, but they lagged behind the world growth rate by some ten percentage points. Our share of the market slowed after 1962, then dropped sharply in 1965 though the fall in that year can be explained in part by changes in the U.S. export classification system. Roughly half of the loss from the base year was recovered in 1966-67. The net slippage to 25.7% in 1967 was equivalent to a "loss" of $130 million, or around 6% of U.S. electric machinery exports in the latter year. On a weighted basis—that is, if our position in each world market area for each type of electric machinery in 1967 had remained the same as in 1962—the loss would have been much smaller.

The bulk of the rise in U.S. exports of electric machinery was concentrated in four product lines which together registered gains totaling half a billion dollars between 1962 and 1967. In two of these lines—electron tubes and semiconductors and power machinery—U.S. shipments were even more buoyant than those of our competitors, and our share of the world market advanced strongly. Moreover, U.S. sales of machinery for distributing electricity nearly doubled, as those of other countries expanded sluggishly. Thus, our position as world supplier was considerably enhanced. But in the fourth rapidly growing product line—telecommunications equipment other than television and radio receivers—the pace of U.S. exports fell considerably short of that achieved by others.

Electron tubes and semiconductors scored the fastest rate of growth among U.S. exports of electric machinery. From $86 million in 1962, shipments of these

Fifth in series

The accompanying article is the fifth in a series of reports being presented in *International Commerce* on changes in the U.S. competitive position in world markets for manufactured goods, 1962-67. The introductory article appeared in the issue of May 5. Others have appeared as follows:

Covering developed countries, May 12; developing countries, May 19; nonelectric machinery, June 2. Later reports will pinpoint other major commodity groups.

The reports are being prepared by the Commerce Department's Bureau of International Commerce from special computer runs designed by the Bureau's International Trade Analysis Division and ordered from the United Nations International Trade Statistics Centre. The data is assembled in more than 1,100 Market Share Reports, available from Sales and Distribution, Room 2119, U.S. Department of Commerce, Washington, D.C. 20230. Country reports are 75 cents each; commodity reports, 10 cents.

products jumped to $230 million in 1967. The exceptionally sharp rise stemmed to a considerable extent from the development by U.S. firms of more complex products for use in advanced industrial equipment. The establishment of U.S. subsidiaries abroad to assemble finished products from components partially supplied from this country also boosted our trade. Under the stimulus of these factors, the U.S. share of the market soared from 32% in the base year to 38% in 1967.

Advancing their share of the world market by 3.4 points to 26%, U.S. sales of power machinery and switchgear almost doubled to over half a billion dollars in 1967. This gain, the largest among our electric machinery exports, was achieved largely in Canada and Western Europe.

As indicated above, the United States also registered substantial export increases in the relatively small market for machinery for distributing electricity, mostly from expanded deliveries to Canada. Although strengthening its position in world markets, this country continued to be a relatively minor supplier of such equipment. The U.S. share was 13% in 1967, far behind those of Germany and the United Kingdom.

Share losses extensive

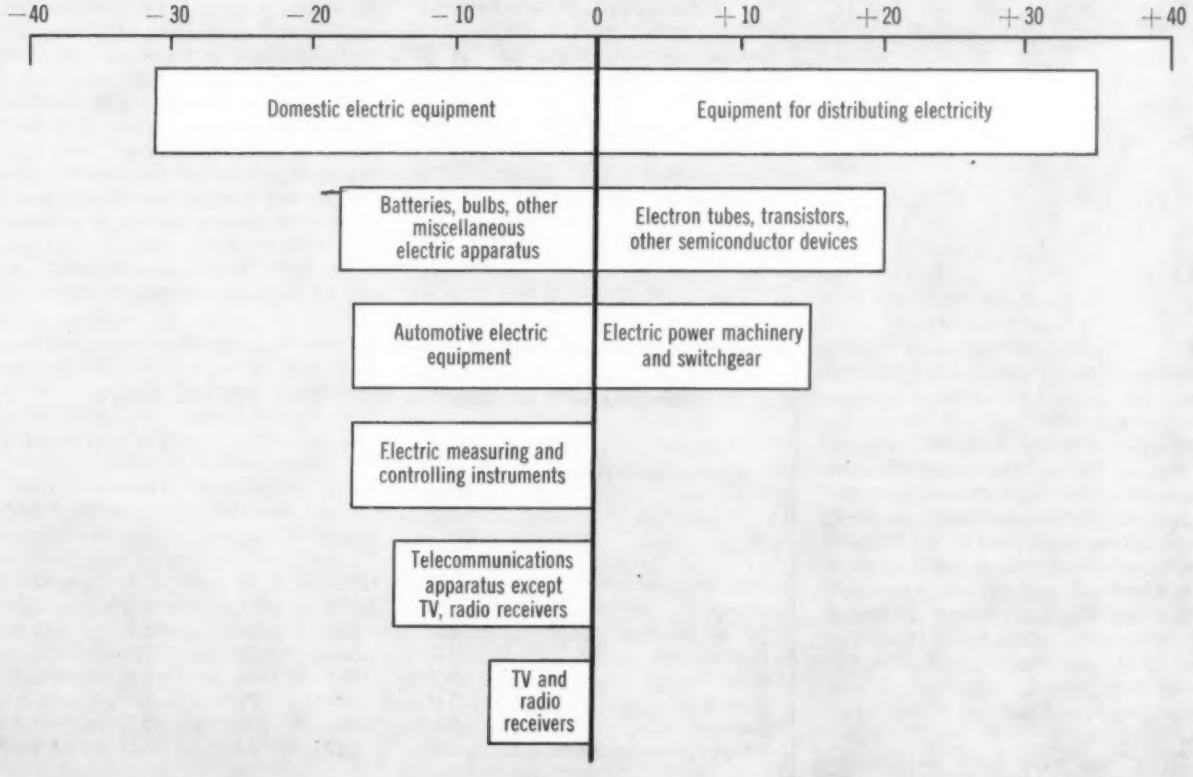
In other electric machinery exports, the performance of U.S. suppliers failed to keep pace with their competitors. Sales of telecommunications equipment other than television and radio receivers, our second largest electric machinery export, advanced by only a fourth to $425 million, and the U.S. share declined by 5 points to 29%. This lackluster performance reflected in part the more successful selling efforts of other manufacturers, especially in Germany, because of lower prices and more attractive conditions of sale for some products.

Although the United States remained the top world supplier of measuring and controlling instruments, U.S. products sustained a severe share fall from 1962 to 41% in 1967. While world sales were doubling, this country's exports rose by only about half that rate to $290 million. U.S. exporters continued strong in sales of the more complex, precise, and specialized instrumentation, but foreign plants, including U.S. subsidiaries, made sizable inroads in supplying other types of instruments to the world market.

The drop in our relative standing was steepest in domestic equipment where the rise in U.S. sales was less than one-third that posted by other suppliers. Our position weakened in every major market except Australia/New Zealand/South Africa. Italy emerged as the principal supplier of this equipment, having developed and aggressively marketed lines of smaller refrigerators and other household appli-

U.S. share losses outweigh gains in electric machinery

Percent change in U.S. share of world markets from 1962 to 1967



Canada, EEC, American Republics leading markets for U.S. electric machinery

Commodity group	World exports		U.S. exports		Top U.S. markets
	1967 Value $ million	Change from 1962 Percent	1967 Value $ million	Change from 1962 Percent	
Total	8,158	64	2,097	54	Canada, EEC
Electric power machinery and switchgear	1,991	69	510	93	Canada, American Republics
Telecommunications apparatus, other than television and radio receivers	1,479	49	425	28	EEC, Canada
Batteries, bulbs, and other miscellaneous electric apparatus	1,315	53	325	27	Canada, EEC
Electric measuring and controlling instruments	715	88	290	56	EEC, Canada
Electron tubes, transistors, and other semiconductor devices	606	124	229	167	EEC, Canada
Domestic electric equipment	797	75	121	21	Canada, American Republics
Automotive electric equipment	268	48	87	24	Canada, American Republics
Equipment for distributing electricity	448	44	59	95	Canada, American Republics
Television and radio receivers	541	56	50	45	Canada, American Republics

ances better suited than ours to European and other foreign homes. As a result of a nearly fourfold increase in sales since 1962, Italy's exports in 1967 reached $217 million, compared to $168 million for Germany and $121 million for the United States.

The United States sustained a significant loss in its position in world exports of automotive electric equipment, as our share fell by 7 points to 32%. This drop occurred despite a doubling in U.S. duty-free shipments to Canada, stimulated by the Automotive Products Trade Agreement of 1965.

Notwithstanding a 45% increase in U.S. shipments of TV and radio receivers from 1962 to 1967, our share of the market hovered around one-tenth. The overwhelming portion of the export rise was in higher sales to Canada where our shipments more than quadrupled. U.S. sales declined to nearly every other regional market.

European market buoyant

Western Europe, which absorbed more than one-half of the industrial countries' exports of electric machinery in 1962, took an even larger part of the $3.2 billion increase in movements of these products from 1962 to 1967. Growing trade within the Common Market accounted for about three quarters of a billion dollars of the rise. The Canadian market, where U.S. products supply about four-fifths of the total, was also highly expansive.

Japan, the Near East, and Eastern Europe, though among the smallest markets, were the three most rapidly growing destinations for electric machinery. Japan's ebullient economic growth resulted in a near doubling of its 1962 import demand, but shipments to that country still represented less than 2% of world electric machinery sales in 1967. World sales to the 19 American Republics were particularly sluggish.

Canada had replaced the EEC as the principal U.S. outlet for electric machinery well before 1967; it was also one of our most buoyant markets in the five-year period. Exports to our northern neighbor, valued at $520 million in 1967, were two-thirds higher than in 1962. The advance of $203 million accounted for 30% of the total increase in U.S. shipments.

Recording the steepest growth rates for U.S. electric products were sales to three relatively small-value markets—the Near East, Japan, and Australia/New Zealand/South Africa. By 1967, exports to the three latter nations had risen to two and one-half times their value in 1962. The fast pace resulted in a marked improvement in the U.S. share of that market. The influx of U.S. investment into Australia played a major role in stimulating demand for our products.

Shipments to the Near East benefited from sizable gains in sales to Iran, Saudi Arabia, and Israel. Although sales to Japan expanded by three-fourths over 1962, our standing dropped sharply in the face of an even greater step-up in purchases from other sources.

The large West European market was one of the least expansive outlets for

U.S. position in electric machinery market drops

Exporting country	Exports			% of world market	
	1962 Value $ million	1967 Value $ million	1967 % increase from 1962	1962	1967
United States	1,361	2,097	54	27.3	25.7
Germany, Fed. Rep.	1,085	1,761	62	20.0	19.1
Japan	429	1,156	170	8.0	12.6
United Kingdom	804	951	18	15.0	10.3
Netherlands	416	663	59	7.8	7.2
Italy	208	594	186	3.9	6.5
France	348	591	70	6.5	6.4
Sweden	143	283	98	2.7	3.1
Belgium-Luxembourg	159	262	65	3.0	2.8

U.S. exports, due mainly to poor performance in the EEC. Shipments from this country rose by less than half from their 1962 level to $719 million in 1967. Reflecting the comparative slowness of this growth, our share of the EEC market fell from 22½ to 16%.

In the American Republics, U.S. deliveries were only a fifth higher in 1967 than five years earlier. This expansion was just slightly below the rate of gain realized by other sellers. Significant U.S. sales increases in Mexico, Brazil, and Chile were offset by declines in Argentina and Colombia.

The Federal Republic of Germany retained its position as the world's second principal supplier of electric machinery after the United States and continued to command about one-fifth of the market in the 1962-67 period. The growth of its sales did not, however, fully match the marked expansion of world trade outside the United States. Thus, Germany suffered a marginal loss in share. Its position improved substantially in the automotive equipment market but declined in the world market for television and radio receivers, domestic equipment, and power machinery.

Italy achieved the largest proportionate growth in sales of electric machinery among major suppliers during the 1962-67 period by nearly tripling its exports. A huge increase in domestic equipment shipments gave Italy an easy first among the industrial suppliers to the world market. That country continued, however, to be a relatively small supplier of other electric machinery lines despite consistent, but modest, increases in sales. Thus, for this machinery as a whole, Italy remained a minor supplier, well below the United Kingdom and Japan and far below Germany and the United States.

By 1967, Japan had emerged as the source of two-thirds of exports of TV and radio receivers from the industrial countries and at the same time had boosted its standing in other electric machinery lines. In contrast, the United Kingdom suffered a sharp deterioration in market position as a result of relative declines in sales of all product lines.

The competitive lead of the United States in electric machinery has depended to a considerable degree on technological innovation, a high level of managerial competence, and the economies of large-scale production, made possible by vast domestic demand. In the past, U.S. exports have benefited from advantages enjoyed in these areas. There is, however, ample evidence in our share slippages during 1962-67 that these advantages are being eroded.

Three Minnesota firms receive 'E's from Commerce Secretary Stans at World Trade Week observance

Wellens & Co., The Monomelt Co., Advance Floor Machine Co. increased exports by using trade fairs, market research

Secretary of Commerce Maurice H. Stans personally presented "E" awards honoring three Minnesota firms for their export expansion efforts. The presentations took place at a World Trade Week event in Minneapolis.

The recipients were:

► Wellens & Co. of Minneapolis entered exporting in 1964 and has seen overseas sales of its feed ingredients more than double in the past two years. The firm used market research, a network of agents and representatives, and efficient service to accomplish this.

► The Monomelt Co., Inc., of St. Paul has increased exports of its equipment and supplies for the printing industry through trade fair participation, market research, and a joint-venture operation in Switzerland.

► Advance Floor Machine Co. of Spring Park nearly quadrupled export sales of its industrial cleaning equipment between 1966 and 1968. The company developed a network of effective distributors, participated in overseas commercial exhibits, and established a European warehouse to expedite delivery and emphasize service.

Wellens' principal exports are soybean meal, meat meal, and feather meal.

The company sends a weekly market letter to all overseas customers and distributors in more than 30 countries to keep them informed on trends in the feed market.

Wellens provides price quotations by letter, cable or telephone, depending on the urgency. The company also airmails sample supplies to customers and potential customers for use in testing markets.

Overseas credit is granted on the same terms as for domestic accounts.

Wellens executives call on overseas customers and also visit countries where there may be a potential for their products. In the latter cases, Wellens follows up by providing information on how the local raw materials, practices, and manufacturing facilities can be adapted to include Wellens products.

In 1967 a Wellens representative was one of the participants in a trade mission to the Soviet Union and other Eastern European countries. Wellens also sent a representative in 1968 in the Pan American Multi-Trade Mission to Australia and New Zealand, which resulted in increased sales to those countries.

Even in countries where trading is conducted through import agents, Wellens officials visit the feed manufacturers along with the agent or distributor to discuss market factors, product advantages, and transportation. This has proved especially helpful in the developing countries.

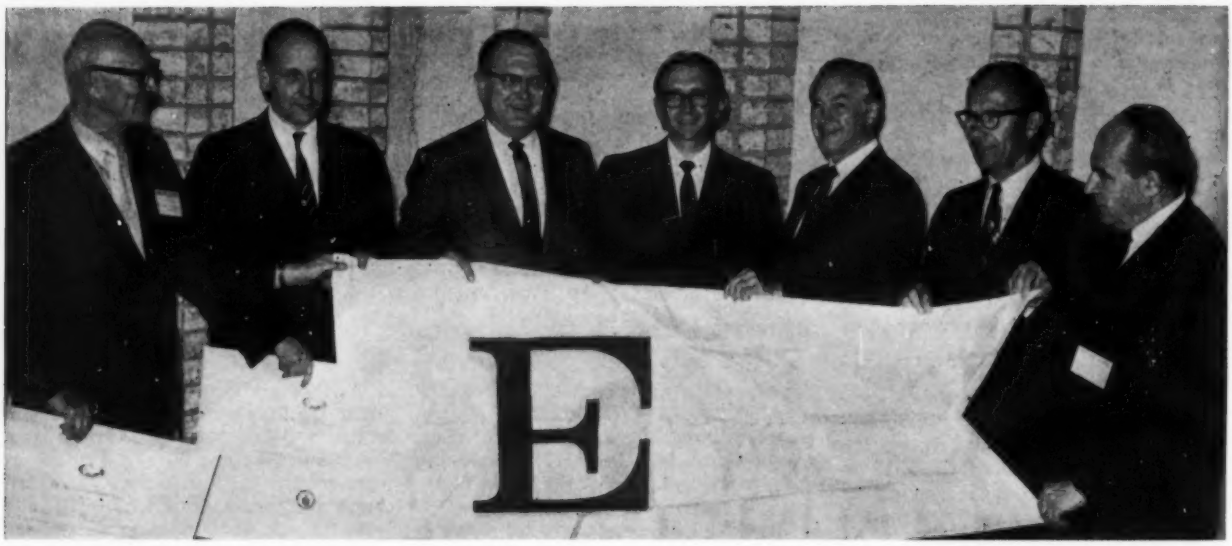
Louis R. Brewster, Wellens vice president for international operations, was recently named 1969 Minnesota World Trader-of-the-Year by the Minneapolis Chamber of Commerce.

Printing equipment maker

In 1963 Monomelt Co. appointed a distributor in Zurich, Switzerland, who established sub-distributors throughout the European continent. As business grew rapidly, Monomelt decided to establish a processing firm in Switzerland. This joint venture now exports to all Western European countries and some in Eastern Europe, as well as most of the Near Eastern countries. By stressing quality, Monomelt manages to make sales despite locally made materials priced as much as 20% lower. All components are exported from the United States to Switzerland, where they are processed into finished form.

Monomelt also appointed a Japanese distributor in 1963.

Monomelt has found trade fairs a successful means of exploring foreign markets. In 1966 Monomelt participated in the U.S. exhibition at the Osaka International Trade Fair. Demonstrations were held using the plastic and rubber printing plates on display. Monomelt's representative made contact with one of the largest Japanese newspapers, which tried the Monomelt four-color plates. Since that time, Monomelt equip-



'E' AWARD CEREMONY DURING WORLD TRADE WEEK in Minneapolis was attended by (l. to r.): Harold J. Pond, board chairman, Advance Floor Machine Co.; Henry J. Blodgett, Jr., president, The Monomelt Co.; Louis R. Brewster, vice president, Wellens & Co.; LeRoy F. Wellens, president, Wellens & Co.; Secretary of Commerce Maurice Stans; Willis S. Piggins, vice president, Monomelt; and Gary G. Hauptman, export manager, Advance.

ment has been sold to nearly every major newspaper in Japan.

Monomelt officials visit overseas customers to offer technical advice on the most efficient use of Monomelt materials. These visits have been especially effective in the Far East. The publisher of the Sydney, Australia, telephone directory recently began using Monomelt materials.

The firm has consulted World Trade Directory reports to select distributors in both Central and South America and hopes to become active there in the near future.

Floor cleaning machines

Advance Floor Machine Co. manufactures more than 200 different models of floor scrubbing and polishing machines, industrial vacuum cleaners, and other cleaning equipment. The company hired an export manager and established an export division in 1966, although it had been selling overseas on a small scale since 1956. The export manager and other executive personnel made trips abroad and set up distributors and sales organizations in several countries. Advance exhibited machinery at trade shows in Denmark, Germany, and the Netherlands. Its sales training staff helped the new distributors set up their individual training programs.

In 1967 Advance opened warehouse facilities in Rotterdam, in order to offer immediate delivery of rush orders to European customers.

In 1968 Advance increased its European distributorships to 13 and stepped up its exports to the Philippines, Japan, Australia, and South Africa.

Advance prints brochures in six languages. It has exhibited its cleaning machines in Milan, Amsterdam, Frankfurt, Hanover, Copenhagen, Tokyo, Barcelona, and Helsinki.

Advance held a service and sales school and seminar in Germany in late 1968 and every European distributor sent at least one representative. Sixty-one people from 13 countries attended. The school lasted for two weeks and was conducted in three languages—English, French, and German.

Advance has a subsidiary in Toronto and will open a new manufacturing subsidiary in Mexico City this summer.

Eximbank loan to Paraguay will buy U.S. farm items

The Export-Import Bank of the United States has authorized a $3 million credit in favor of Banco Nacional de Fomento (BNF), the official development bank of Paraguay. Proceeds of this credit will be relent to Paraguayan farmers to finance purchases in the U.S. of irrigation systems, silos and related equipment and services.

Subloans made by BNF will help to increase the output of crops like wheat, corn, soybeans, rice and citrus fruits for domestic consumption in Paraguay.

Eximbank's loan is to be unconditionally guaranteed by the Central Bank of Paraguay and will be repaid in 16 semiannual installments beginning two years after disbursement. The annual interest rate will be 6%.

Germans extend import quota on canned asparagus spears

The Federal Republic of Germany has extended its import quota for canned asparagus spears from the United States and other countries (see INTERNATIONAL COMMERCE of last Dec. 16, p. 7).

Applications for licenses are now being accepted and can be submitted until, but not later than, Dec. 18. Licenses will be issued only to applicants who have received licenses under the previous quota.

Applications for licenses cannot exceed 50% of the total value of licenses granted under the previous quota which cover the whole 1968/69 import period. Import licenses issued will be valid until Dec. 31. The first day of customs clearance is June 16.

Iran bans some tires

To protect a newly established tire factory, Iran has prohibited imports of small tires and tubes. Items to be banned are bicycle or motorcycle tires and tubes plus automobile tires of sizes 8 x 400, 10 x 500 and 13 x 500.

U.S. computer companies will have fifth show in German market next September

Expanding market for electronic data processing devices expected to pass 1968 total of $81.7 million; show planned for Frankfurt

American makers of electronic data processing equipment will be able to strengthen their position in the largest market outside the U.S. by participating in a Department of Commerce exhibition at the Trade Center in Frankfurt, Sept. 22-26.

Staged by the Department's Bureau of International Commerce, the exhibition will feature computer communications and display equipment.

This will be the fifth exhibition of electronic data processing equipment at the Frankfurt Trade Center in the past five years. The first three shows brought participating U.S. manufacturers more than $5.5 million in first-year sales. Another $5.4 million in first-year orders was predicted by 36 U.S. companies that took part in the most recent show, in March 1968.

Another U.S. action in the German computer field was a specialized trade mission just ended. The two-week trip began May 19 and made stops at Berlin, Munich, Hamburg and Dusseldorf. This vertical U.S. government-sponsored mission focused on the newest in automated data processing equipment and services.

Total U.S. exports to Germany of computers, related equipment and parts came to $23.7 million in 1965, $40 million in 1966, $68.8 million in 1967, and $81.7 million in 1968.

There were approximately 4,850 computers in Germany at the beginning of 1969. This figure is expected to double over the next five years.

Among the factors giving impetus to the computer market is time sharing, now being tried in Cologne. If successful, time-sharing centers will be established in other German cities, thus significantly increasing computer use.

In addition, the German Science Ministry is in the midst of a five-year, $75 million dollar program that includes installation of data processing equipment in the National Patent Office, and the use by various government agencies of computers in the investigation of crime, medical diagnosis and regional planning. A follow-up program, from 1971-75, is expected to involve an investment of about $185 million.

U.S.-manufactured computer communications and display equipment is compatible for use with a large majority of German computers, since more than 80% of that country's computers are being produced by U.S. firms, or by their associates abroad.

Market research indicates that the following categories of equipment are among those with the best sales prospects in Germany:

Computer CRT terminals and display systems; digital plotting systems; graphic input systems; optical character recognition systems; graphic film recording and printout systems; digitizers; high-speed printers; source data to tape input systems; telephone and keyboard data terminals; and data transmission units.

The exhibition at the Frankfurt Trade Center will be preceded by an intensive market-development campaign designed to assure maximum attendance of German buyers, agents, licensees and representatives.

U.S. manufacturers of computer communications and display equipment interested in the Sept. 22-26 show at the Trade Center may obtain further information from the U.S. Department of Commerce (BIC-938), Washington, D.C. 20230, Area code 202, 967-4162, or from any of the Commerce Field Offices.

BREAKING PREVIOUS ATTENDANCE RECORDS for the Frankfurt Trade Center, the March 1968 Data Processing Equipment Show attracted more than 1,800 registered visitors to the exhibits of 37 U.S. companies. A computer exhibition has been held yearly at the Center for the past five years.

Food fair, congress to run simultaneously in Sao Paulo in November of this year

The Latin American Congress on Food and Economic Development and the First International Food Fair will be held simultaneously in Sao Paulo, Brazil, Nov. 8-16.

Stressing the importance of private enterprise at the congress, the sessions will cover the topics of nutrition in Latin America, programs aiding agricultural development, and the role of government and investment banks in solving food problems.

The food fair will feature a wide range of exhibits, including foods, agricultural machinery and equipment, packaging and processing machinery and materials, marketing services and food distribution.

Further information on these two events may be obtained by contacting Charles Smitow Org., Inc., 331 Madison Ave., Suite 1103, New York, 10017; or Dr. Walter J. Santos, Organizacao de Entidades Nao Governamentais Do Brasil, Rua Senador Dantas, 7a-5° andar, Rio de Janeiro, G.B. Brasil.

EXAMINING THE ASEPTIC CANNING SYSTEM displayed by the James Dole Engineering Co. (above), are U.S. and German company representatives. The Stolle Corp. official (seated below) signs a contract selling an easy-open-end transfer press to a Danish can manufacturer as company officials watch.

Floor sales, follow-on orders top $8 million at U.S. packaging machine show in Germany

Healthy German economy, good pre-show promotions contribute to $2 million in immediate orders, expected $6.3 million more in year

An $8 million slice was taken in Germany's estimated $60 million annual packaging machinery market by 32 U.S. participants in a Department of Commerce exhibition at INTERPACK '69 at Duesseldorf, Germany.

It was a million-dollar effort for two of the American companies. The Stolle Corp., Sidney, Ohio, predicted its German sales for the next 12 months at that level. Automation Machinery Division, Kaman Corp., Rocky Hill, Conn., matched this prediction with sales of its candy packing machines. Stolle exhibited a quarter scale model of its easy-open-end transfer press.

Stolle's high sales were explained by Mike Norris, international sales manager, who said: "A very thorough pre-show marketing effort produced results for our company. The personal contact with our potential customers by a representative of the U.S. government we think is the most productive single effort that can be done to assure the success of the show." Stolle reported contracts written during the fair total $450,000.

Sales totals

Final reports reveal immediate orders of $2,015,120 were written during the seven-day show, and predictions for the next year are over $6.3 million.

Seventeen U.S. exhibitors are predicting $100,000 or more in sales orders due to contacts made at the May 10-16 event.

INTERPACK, considered the largest specialized packaging exhibition in the world, attracted over 125,000 visitors, up 25% from the last INTERPACK in 1966. An influx of foreign visitors accounted for 50% of total fair attendance, with the largest percentage from the U.S. and Japan. There were 864 exhibitors from 17 nations.

German economy

A healthy German economy plus the desire for small to medium sized packaging equipment were two sparks aiding INTERPACK's high sales. The German need for staff-saving, high-capacity single purpose machines similar to those popular with U.S. packing companies on display at the fair attracted customers.

All the U.S. firms exhibiting at the fair stated full and often unexpected completion of their market objectives. Of all the fair's exhibitors, two out of three indicated they obtained good to very good results with regard to sales.

Foreign prospects appeared so good to six U.S. companies at the fair, that they decided to seek overseas representation, boosting the total number of American enterprises looking for agents/distributors to 14. As the show ended, 12 had already been signed, and 90 were still under negotiation.

Displaying printing and rewind inspection machines, Webtron Corp., Glenview, Ill., sold six models during the fair, totaling $250,000 for immediate sales, and is estimating an additional $350,000.

Another U.S. firm reports $500,000 in contracts during the fair, and reports $750,000 in coming yearly sales. This company asked to remain unnamed.

Anderson Bros. reports $100,000 in

COMPANY PRESIDENT IRA GOTTSCHO of Adolph Gottscho, Inc., Union, New Jersey, describes his product line to several prospective clients. Edmund Becker, Commercial Attache with the American Embassy in Bonn, welcomes guests at the INTERPACK Businessmen's Reception. Visitors at the fair totaled 125,000.

UNRAVELING NEW PACKAGING FOILS, Roll-O-Sheets, Inc., St. Louis, representative (above left) discussed his product's advantages. The foils were receiving their first German market test. Clients and visitors (above right) packed the aisles of INTERPACK '69 during its seven day run at Duesseldorf, Germany.

immediate sales and plans for $300,000 for the next 12 months. James Dole Engineering Co., Redwood City, Calif., is projecting $400,000 for the future year, and St. Regis Paper Co., New York, is expecting $200,000, as are NFC Ind., Mount Vernon, N.Y., and Tidland Machine Co., Camas, Wash.

Stanford Engineering Co., Salem, Ill., displaying rewind machines, reports customer contacts in over 20 nations and representation candidates in five market areas.

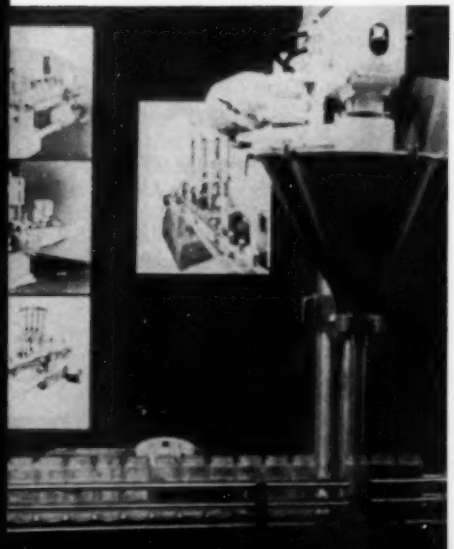
Citing $200,00 in floor sales and $400,000 in projected sales, Bemis Co., Inc., Sheboygan, Wis., said they received a number of inquiries from European industrial leaders they had hoped to contact. Bemis produces packaging machines.

Officials of Seal-O-Matic, Newark, said they could have used three more salesmen to help write orders placed by their many trade visitors.

INTERPACK, held every three years, is now in the planning stages for its October 1972 renewal.

REGISTRATION ACTIVITIES continue (above) as buyers inspect an operating candy packing machine, below, displayed by Automation Machinery Division, Kaman, Corp. Automation's up-coming sales are expected to top $1 million. Total sales for the U.S. exhibition by all exhibitors will exceed $8 million.

MATEER AUTOMATIC SINGLE HEAD FILLER, below, was shown by NFC Industries, Mount Vernon, N.Y.



FASTENING DEMONSTRATION was given to W. F. Todd and R. B. MacGeachy, Senco, Scotland, above. Ultrasonic equipment for welding and assembly of plastics, below right, is shown to visitors at Trade Center.

INDUSTRIAL ADHESIVES and fasteners displayed at Loctite Corp. booth, above left, attracts attention of opening day buyers. Shur-Lok Corp. stand, below, drew press officials from Design Engineering Publications at the London exhibition. Twenty-four U.S. firms participated in the show.

Fasteners, adhesives draw quality visitors to Trade Center

24 U.S. firms exhibit in London; projected sales total $2,173,640

"This show has been an eye opener for me, since I discovered for myself that the market for our products here in the United Kingdom is wide open," declared William Gould, president of Nyltite Corp. of America concerning his firm's participation in the London U.S. Trade Center's Industrial Fasteners and Adhesives exhibition.

While attendance and immediate sales were modest—862 visitors registered during the week-long show, and sales figures that reached $30,417—the projections for the coming 12 months based on show contacts totaled $2,173,640.

Representing 24 companies, 22 exhibitors participated in the show which opened on schedule, May 14, despite a strike that had the Trade Center staff finishing the assembly of displays themselves.

Sales contributors

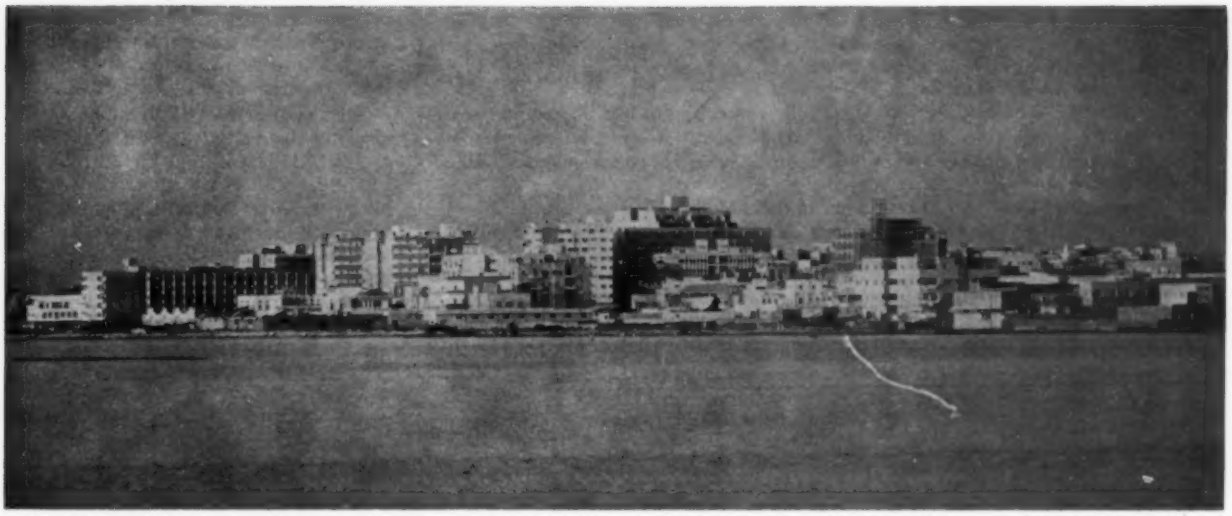
A high incidence of local participation and, according to an official of Dzus Fasteners Co., Inc., West Islip, N.Y., the quality of the clientele, were two reasons for his company's good sales results at the exhibition.

The largest single contribution to floor sales totals was made the first day when Technical Tape Inc., New Rochelle, sold $20,000 in equipment. The firm added $2,000 more during the week, and are projecting $90,000 in future sales for the coming 12 month period.

Estimates for the coming year's sales, based on the show, reach $120,000 for U.S. Expansion Bolt Co., York, Pa., and $50,000 for Waldes Kohinoor Inc., Long Island City, N.Y.

Entering the British market for the first time, Permatex Co., Inc., Brooklyn, is reviewing two candidates for distributorships and reports $30,000 in projected sales. One other firm, new to the market, is also negotiating with two candidates for foreign representation.

Market objectives were regarded as achieved by 16 of the exhibiting firms, and the other eight said they partially completed their goals.



RECENT HOUSING BOOM has brought rising sales of U.S. builders hardware in Saudi Arabia. Above, modern buildings line the shore at Port of Jeddah.

IN SAUDI ARABIA

Competitors crowd U.S.

But American exporters retain position as principal supplier of imports

By DAVID W. CARR
Commercial Attache, U.S. Embassy, Jidda

Saudi Arabia continues to show promise as an important, gradually expanding market for many U.S. commodities.

Saudi Arabia is the United States' biggest market in the Arab world, and sales have expanded by 11% in each of the last two years, reaching $187.2 million in 1968. This growth rate appears to be slackening off, however, as the U.S. position as Saudi Arabia's principal supplier (with over 20% of the market) is being threatened by increasingly vigorous competition from Japan, Britain, and Continental Europe, especially France.

The most promising prospects for expanded commodity sales are for rice and food grains, canned and frozen foods, cigarettes, builders hardware, household appliances, motor vehicles, office equipment, aircraft, aircraft control systems, communications equipment, oilfield machinery and equipment, water purification equipment, and agricultural equipment.

Substantial opportunities exist also for securing service contracts for supervising or helping to implement Saudi Arabian development projects, but an increasing share of this work appears to be going to Japanese, German, French, Italian, and Swedish firms.

The most active U.S. sales prospect continues to be rice and food grains. Recent frequent visits by American exporters and sustained interest and inquiries from many Saudi firms seem to insure a steadily growing market in this area.

U.S. rice unchallenged

U.S. parboiled rice appears unchallenged, although the recent dock strike encouraged the spread in use of Australian and European wheat flour. Brand consciousness among Saudi consumers in this field continues to benefit established U.S. exporters.

The continued rapid growth of the major cities and the expanding middle class promise continued rapid gains in the sale of prepared foods. Here, as in many other fields, new U.S. firms should be prepared to make direct personal contacts and to give marketing and promotional assistance to small Saudi firms with excellent growth prospects but limited experience.

The recent creation of a poultry industry is causing a rapid rise in consumption of U.S. animal feeds.

Rising sales of American builders hardware and of such household appliances as refrigerators and air conditioners appear to be taking place due to the recent spurt of housing construction. European and Japanese competition has been important in the field of building equipment and small appliances, but has been less vigorous so far for major appliances.

Vehicle sales generally are rising very rapidly with the completion of important sectors of Saudi Arabia's ambitious national highway program. American automobile sales, however, have not kept pace due to a ban against imports of two major American brands and intense European and Japanese competition in this area.

U.S. trucks probably have the strongest prospects in the vehicle line. Expanded sales of spare parts will often require

Saudi development projects need imports

Saudi Arabia is pressing forward with a wide-ranging program of economic and social development requiring a variety of imported goods and services. This program is financed by impressive oil revenues currently running at an annual rate of about $1 billion.

The Kingdom's budget for the fiscal year which began last September provides for $571 million, or 40% of total expenditures, for various types of economic development projects. Many of these projects offer opportunities for U.S. companies as participants or suppliers.

The American Embassy has prepared an annotated copy of the Saudi Projects Budget for 1968-69 which lists all projects which will cost more than three million riyals ($666,667). A limited number of copies are available to interested business firms on a short-term loan basis.

In forwarding the Projects Budget, the Embassy reported that the information presented varies by project as to coverage and accuracy and comments that "although many of the projects listed have already been assigned to contractors and are far enough along that they no longer constitute opportunities for American businessmen, the majority . . . have the bulk of all of their allotments still uncommitted. Many of these may offer opportunities to American businessmen for contracting or subcontracting purposes."

Loan copies may be obtained from the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or a copy may be consulted at that office.

attention to the needs of small Saudi firms.

The growing size of many Saudi business firms and banking institutions and increasing sophistication among Saudi management are leading to a significant boost in the sale of U.S. office equipment. Continued significant sales gains are expected for copying machines, adding machines, and small computers.

Aircraft sales have jumped during each of the last two years; substantial sales during the next two years are still in prospect in the military field and for long-range aircraft. A Japanese firm is vying closely with an American firm on a pending large order for small to medium-range aircraft. With the recent and planned building and expansion of airports all over the country, a national air traffic control system is being considered.

The Arabian American Oil Co. is continuing its exploitation and drilling operations while other companies have recently started exploration operations in the Red Sea area and the Empty Quarter. Such operations are expected to lead to continuing sales of American oil field machinery and equipment.

Agriculture may become the beneficiary of greatly increased expenditures after the completion of the hydrological studies taking place over most of the country. American sales of agricultural equipment may therefore recover from their recent slump and expand significantly. The continued shortages of pure water and rapidly expanding consumption should lead to rises in the sales of water purification equipment.

American firms have to be particularly careful in selecting agents in this field, as there are essentially three markets in Saudi Arabia: 1) The commercial market around Jidda, 2) the commercial market in Riyadh and the Eastern Province, and 3) governmental contracts in Riyadh. In some cases one agent has sufficient connections and expertise in all three areas; in others American firms would be well advised to select two or even three agents in Saudi Arabia.

Sales of American electrical equipment have not held their own in the face of German, Japanese, and English competition, but more sustained activity by local agents for American firms in getting early notice of the many tender opportunities should yield significant results. Even more disappointing have been the sales results for construction equipment; recent intense Japanese competition and the slowdown in significant new construction projects have been responsible. With an expected speedup in new construction projects in the next year or two, sales opportunities should rise for American firms exerting vigorous efforts to offer competitive pricing and credit terms.

Increasing attention to health and great respect for American brands is resulting in a continuing increase in sales of U.S. pharmaceuticals.

Saudi Arabia's development expenditures of $300 million this year and a similar amount in 1970 presents significant consulting engineering opportunities for American firms. Firms from Japan, Germany, Italy, France, and Sweden have, however, been extremely active

GROWING SIZE OF SAUDI FIRMS and sophistication of management have led to significant sales of U.S. office equipment. This shopkeeping school near Riyadh trains personnel for new businesses.

Report lists top sellers

A recently published Commerce Department report lists the best U.S. sales prospects in Saudi Arabia. The nine-page *Country Market Digest* is part of the newly-introduced International Marketing Information Service, and summarizes the sales prospects for the following goods and services: food products, consumer goods, drugs and medicines, office and institutional equipment, cooling equipment, communications items, oil field equipment, motor vehicles, water treatment products, aircraft, construction equipment and consulting engineering services.

Best U.S. Sales Prospects in Saudi Arabia, IMIS 69-8, can be ordered for 10¢ from the Sales and Distribution Branch, U.S. Dept. of Commerce, Washington, D.C. 20230.

lately and have secured an increasing number of significant contracts.

However, there remain numerous opportunities for American firms, of which the most significant are the $150 million project for a new airport in Jidda and an expanded one in Riyadh; two cantonment projects costing $60 million each; the air traffic control system; a country-wide unified microwave system; a cable link between Dammam and Kuwait; a satellite communications earth station; and desalting plants.

Eximbank lends $1.5 million for Venezuela power plant

Henry Kearns, president, Export-Import Bank, has announced the authorization of a $1.5 million Alliance for Progress loan to C. A. Energia Electrica de Barquisimeto of Venezuela, to finance the U.S. purchase of a 15-megawatt gas turbine power plant.

The General Electric Company (IGE Export Division) will supply the equipment and also participate in the Eximbank credit to the extent of 10% of the contract price of the U.S. goods and services.

CAEEB is a privately-owned electric utility company that supplies electric power to the city of Barquisimeto and surrounding areas in western Venezuela.

The $1.5 million loan is repayable in 16 semiannual installments beginning in June 1971, with interest on outstanding balances at an annual rate of six percent.

Success of wheat drive, numerous private investments may signal better things for Afghanistan

Sustained U.S. aid effort created a favorable climate for trade and investment; agricultural equipment has best sales chance

After several years of stagnation in the Afghanistan economy despite good harvests, two encouraging developments have emerged:

(1) The national wheat campaign has achieved notable initial success, and it should gradually lead the nation's agriculture into a more modern pattern, in addition to achieving permanent self-sufficiency in wheat;

(2) Small- and medium-sized private investments in industry, food-processing and services are appearing at a growing pace under the incentives of the 1967 Investment Law, even without adequate local sources of credit.

According to the annual Economic Trends Report from the U.S. Embassy in Kabul, these two dynamic factors have not yet created a boom, but they are filling some of the gaps left by fall-offs in large-scale public works construction as well as related foreign capital assistance, and should lead into the development of a more production-oriented economy.

The Government has adjusted its current Five-Year Plan goals moderately downward, and is attempting to mobilize more domestic resources by raising additional tax revenue and creating new credit institutions. The Government hopes for further expansion of tourism, and is seeking foreign participation in the development of Afghan mineral resources, although suitable legislation has yet to be enacted in the latter field.

Fiscal conditions for the export of karakul pelts have been greatly improved, but there has not yet been time for a full response by the industry. Meanwhile, total earnings from exports are showing very little growth, and much remains to be done in promoting Afghan exports if the Kingdom is to support any substantial increase in commercial imports of modern products.

The American aid program in Afghanistan, now over 15 years old, has substantially contributed to the nation's development. Although American aid now provides a smaller annual inflow of resources than it did in the recent past, this is still larger than the flow of Afghan-U.S. trade. Only two instances of private American investment in Afghanistan are known, and neither one is recent. There is no community of resident American businessmen.

Returns from American assistance, particularly from the sustained efforts in education and agriculture, are evident in many areas. Afghanistan got a very late start in its move into modern life, and its needs for assistance remain extensive. There is no doubt that the sustained American aid effort in Afghanistan has created a favorable climate for the future development of American trade and investment. There is no sign of any disposition to discriminate against American interests.

Afghanistan has reached a stage where demand is about to become far more intense for deep-well pumps, irrigation equipment, tractors, other agricultural equipment, fertilizers, pesticides, and other agricultural inputs.

Fastest-growing demand

On the industrial and consumer side, the fastest-growing demand of interest to U.S. suppliers appears to be in metal- and wood-working tools, garage equipment, diesel-electric generators, electric control-panel equipment (simple types), materials conveyance equipment (simple types), plumbing equipment, kitchen appliances, and pharmaceuticals.

For the time being, access to the Afghan market is not barred by any across-the-board system of import licenses or foreign exchange controls. Tariffs on productive goods are relatively low, and there are broad exemptions for approved new enterprises.

The factors which limit imports into Afghanistan are low incomes and scarcity of domestic credit, both stemming from the country's early stage of development. In addition, special situations and internal policies have had a restrictive effect upon certain key imports, such as tractors,

Encouraging aspects

On the positive side, Afghanistan has done an effective job with the wheat production campaign and some of its ramifications, as well as with the administration of the Investment Law of 1967. It is beginning an attempt to improve its revenue system to provide more resources for development. It is working toward establishment of modern credit institutions for agriculture and for industry and services. It has recently decided to set up an Investment Advisory Center. It has established a support price policy for wheat at a level designed to provide the farmer with an incentive to modernize—in contrast to its traditional penchant for keeping all consumer prices as low as possible. It is working toward a simplified exchange rate, with particular attention to those aspects of the present rate structure which discourage exports. It is showing new interest in improving fiscal procedures and tariff policies, as well as customs administration. And it has broken the ice with the beginnings of a program which will make family planning available to those who want it.

motor vehicles, pharmaceuticals, and fertilizers. These policies concern licensing of dealers, attempts to keep down the number of brands of articles requiring spare parts, and other practices. In the case of fertilizers, a policy of subsidizing their cost to the farmer allows no way for private firms to compete with the Government as importers.

All of these policies appear susceptible to early change, and the trend is toward opening up the field for more private business activity.

For example, the Government announced in March that the sprawling Government monopolies had been placed in liquidation as a unitary public enterprise. New and smaller successor organizations were immediately set up to handle petroleum products and sugar, both of which come principally from the Soviet Union. As for the remaining monopoly products—including motor vehicles and cigarettes—no clear plans have yet been announced. The chances are, however, that these will be gradually spun off to the private sector as fast as the Government can license a sufficient number of dealers with confidence in their effectiveness.

The picture on current restrictive policies affecting sales of tractors is not altogether clear, but it is possible that a few energetic suppliers might be able to push through a clarification.

Regarding fertilizers, the Government is now developing a group of private distributors at the local level, and turning over the function to them. The next logical steps will be to develop private wholesalers and importers. For the coming few years, it appears likely that Afghanistan will be able to obtain its requirements for imported fertilizers under commodity assistance programs. In this connection, however, it may be noted that edible oils provide an example where commercial imports have grown even when concessional imports were increasing.

Brisk competition

Competition is brisk among foreign suppliers to the Afghan market, and Afghan buyers are adept at shopping around. A number of items formerly supplied from the United States (passenger automobiles and tires) have lost out to this competition, particularly to Japan, West Germany, and the USSR. A major West German firm is about to compete in the fast-growing market for pharmaceuticals by constructing a plant in Afghanistan.

Younger, well-educated Afghan businessmen are becoming available in increasing numbers to represent imported products. Some of them are acquiring garage and workshop facilities. Afghan importers enjoy an advantage over the dwindling number of trading companies of foreign nationality, since the latter are restricted by Government regulation to dealing in goods which originate in their own countries. At the moment, there are hardly any experienced Afghan importers of agricultural inputs, but many will undoubtedly start learning this trade in the near future.

As Afghanistan achieves its planned goals in agriculture, imports of foodstuffs will probably fall off and eventually be reduced to specialties.

A sudden growth in capacity is now taking place in Afghanistan's textile industry. This will quite probably lead to tighter import restrictions on competing imports, though the Government may have difficulty in enforcing them, as it has in the past. It seems likely that Afghanistan's present market for imported used clothing will eventually disappear, though this may take many years.

If commercial imports of capital equipment increase substantially, the Government may find itself obliged to apply a much more restrictive policy on imports of consumer goods, unless the nation succeeds in expanding its exports at a far more rapid rate than it has up to now.

The 1967 Investment Law and the way it has been administered have done a great deal to improve the investment climate. Other factors affecting the climate, including the efficiency of governmental functions, are generally moving in the right direction.

In view of the country's early stage of development, potential foreign private investors must reckon with the risks inherent in such an economy as well as with a number of standard operating difficulties. So far, the present small size of Afghanistan's domestic market for various products has tended to deter potential American investors. Important opportunities may exist, however, for the investor qualified to recognize them—particularly in the field of fruit growing and processing, and possibly in extractive industry. Those who wish to explore possibilities may be assured of a good reception.

American investors who not only identify a good business opportunity but also carry it through would play a key role in shifting the U.S. presence in Afghanistan from its present basis (in which aid predominates) to economic ties more suited to the long term.

Although the Afghan market is relatively small and remote, American firms should watch for signs of progress similar to what is being achieved in some of the neighboring countries. Companies

On the other hand

There are numerous problems which the Government recognizes as pressing, but to which it has not yet managed to give high-priority attention. These include general incentives and promotion for the nation's exports; a full clarification of what fields of economic activity are to be reserved to the private and public sectors, respectively; banking legislation and reform; legislation for private rights to exploration for minerals and petroleum, and to their exploitation; further attention to the educational system, with emphasis on output of economically useful skills; reorganization of the government for more effective implementation of development plans; and definitive arrangements for a national population census, as well as for the general improvement of basic economic data.

with affiliates in those countries enjoy a potential advantage in this respect.

Response by small- and medium-scale investors to the Foreign and Domestic Private Investment Law of 1967 has continued to exceed expectations. However, the total volume of actual new economic activity in industry and services has not yet reached the point of cancelling out the prevailing slump in the modern sector of the economy. However, the potential vigor of Afghanistan's private sector has been clearly demonstrated, and the trend discernible in new applications by investors is definitely upward.

As of the time of this report (early May), exactly 100 private industrial and service projects had been approved by the Cabinet-level Investment Committee over the two-year period that the new Investment Law has been in force.

To judge from incoming new applications the current rate of planned new investment may be approaching $2 million per month.

The domestic financing of these new enterprises has been arranged with very little recourse to Afghanistan's existing banking system. The need for the long-planned Industrial Development Bank of Afghanistan is becoming more and more acute, if the present momentum of investment is to be preserved. The Government is pursuing its long-drawn-out attempt to obtain from Parliament a legislative basis for this Bank, and it appears to have made some recent gains in this process.

Although the Government itself has been pressing for the Bank's establishment as an autonomous institution, to be assisted and managed by qualified foreign sources, there has been considerable feeling in the Parliament that the Government should exercise detailed control over decisions of the proposed Bank.

Private firms confident

Aside from the incentives created by the Investment Law and its liberal administration, it appears that the general transformation of Afghan society under the Constitution of 1964 and the Experiment in Democracy is also having a salutary effect. Private Afghan investors evidently feel that they have reasonable assurances against arbitrary treatment if they venture their accumulated funds in productive enterprises.

At present, all of Afghanistan's modern mining activities (coal and natural gas) are conducted by public agencies. Traditional Afghan attitudes did not favor any foreign interest in sub-soil rights. Now, however, there has been a considerable evolution in the thinking of the Afghan authorities, who are anxious to see qualified foreign companies or organizations help realize the country's mineral potential. The Government recognizes that new legislation is needed to govern private exploration and exploitation rights for minerals and petroleum. Although such legislation has not yet been enacted, an active foreign interest could expedite a clarification of the Government's policies.

FOREIGN AID INFLOW HAS SLOWED but a recent AID loan will provide hydroelectric power at Afghanistan's Kajakai Dam, above, which was built by Morrison-Knudsen as part of huge Helmand Valley Project.

Afghanistan possesses sizable but unexploited deposits of iron ore, chromite, and beryl, as well as lapis lazuli which is mined on a small scale. Possibilities exist, subject to further study, for the development of asbestos, copper, fuller's earth, gold, lead-zinc, and mica. A 44-page report, *Important Minerals Occurrences of Afghanistan—1968*, prepared by the regional U.S. Minerals and Petroleum Attache, is available through the U.S. Department of Commerce.

Foreign aid in the form of capital assistance is no longer flowing in at the massive rate of some years back. The Afghan Government faces a mounting problem of servicing past loans, with the largest amounts payable to the USSR.

At present, three loans from AID are moving into the stage of implementation: they total about $17 million, and will be used to provide hydro-electric power at Kajakai Dam, to furnish equipment for land improvement in the Helmand Valley, and to expedite Afghanistan's land inventory program. No additional U.S. loans of this type are being processed.

Commodity assistance, particularly wheat from the U.S., has undergone a certain hiatus since the bountiful harvests of 1968. In gradually decreasing quantities, further deliveries of American wheat and edible oil under PL-480 may be anticipated. The accent in U.S. commodity loans to Afghanistan is now on fertilizer. Afghanistan will acquire its own urea plant under a Soviet loan, probably by 1971, but no local source of phosphates has yet been discovered.

Most foreign aid donors recognize that Afghanistan still requires some commodity assistance to generate local currency if aggregate foreign assistance is to be carried out at the level needed.

Afghanistan's earnings from exports remain far from satisfactory. As earnings from some traditional exports (karakul) have improved, those from others (cotton) have declined. The initiation and scheduled growth of exports of natural gas to the USSR have been increasing the statistics on total exports, but aside from this special case there may have been no net growth last year.

At the same time (though preliminary statistical evidence is too unreliable to draw firm conclusions) commercial imports may have increased somewhat as economic activity has been picking up. Thus, any foreign businessman who can add to the Kingdom's export potential should be assured of a warm welcome.

Iceland economy leveling

Nation seems to be settling down at lower level of activity after two-year slump

The impact of adverse 1967-68 developments is being more fully felt in the Icelandic economy in 1969. The 44% decrease in the value of export production in the past two years has brought about continued contraction in the economy, which is stabilizing at a lower level of activity, according to the annual Economic Trends Report from the U.S. Embassy in Reykjavik.

The effects of the November 1968 devaluation are still somewhat uncertain, partly since the success of the devaluation assumed no increase in wage levels.

No significant upturn appears likely in the short-term future due to the continued heavy reliance on the fishing industry, whose output constitutes over 92% of Iceland's exports and approximately 20% of the gross national product.

The critical economic downturn has demonstrated the need for more rapid diversification, particularly in the export industries. In its plan, Iceland is looking to the United States for assistance. U.S. funds, both private and public, have been an important source of investment loan capital and short term financing.

In pursuing diversification, Icelandic authorities view U.S. industry as the best source of skills and talents needed to maximize industrial potential. Cooperation with private industry is being particularly sought to provide the needed technical expertise and capital for Iceland's efforts to diversify.

EFTA negotiations start

Following submission of a formal application for membership in the European Free Trade Association (EFTA), negotiations commenced in early 1969 for Iceland's terms of accession. Prompted by concern over Iceland's exclusion from trading arrangements, membership is being pursued to obtain a larger market for Icelandic fishery products, to provide greater prospects for economic diversification, and to ensure Iceland's inclusion in any market or economic union into which EFTA members might move. In the latter respect, Iceland has been closely following Nordic discussions pointing to a Nordic Economic Union (NORDEC).

A precondition to Iceland's accession to EFTA and the winning of domestic political support for the move are the final terms of entry to be negotiated. Iceland is initially requesting immediate admission on a duty free basis to the EFTA market; a ten-year transition period for realignment of Icelandic tariffs on industrial products, expansion of free trade within the EFTA area to include all fishery products, and exemption of items incorporated within its bilateral trading agreement with the Soviet Union such as petroleum products.

Icelandic exports to the EFTA area comprised almost 45% of total 1967 exports but dropped to 37% in 1968. Imports were relatively constant at 41%.

With respect to proposed EFTA membership, realignment of Iceland's fiscal structure is now being studied, particularly since taxes and customs duties provide a significant portion of the government's revenue. The future competitive position of U.S. exports will depend on the tariff treatment to be accorded third countries in the general realignment of Iceland's tariff structure.

Under present circumstances, Iceland's importers are turning increasingly to European sources of supply, where they can often find relatively comparable goods at lower prices. In 1966 and 1967, the United States was Iceland's principal supplier, accounting for 13.6% and 15.4% of all imports, respectively. In 1968, the United States fell to third place (11%) as a supplier, behind West Germany and the United Kingdom.

The largest item in U.S. exports to Iceland in recent years has been passenger jeep-type vehicles and trucks. In the aftermath of two currency devaluations, all passenger vehicle sales are expected to plummet in 1969; less-expensive German models are likely to be affected least, while a great decline can be expected in the generally more-expensive American models.

Food and food products have traditionally been the second-largest U.S. exports, and the U.S. was principal supplier to Iceland in 1967 and 1968. However, Denmark and the United Kingdom are increasing their exports of prepared foodstuffs to Iceland; the Netherlands has become the principal source of animal feeds; and the Netherlands, the United Kingdom and Denmark have all increased their sales of grains and cereals.

Dominant U.S. field

Non-electrical machinery has traditionally been a dominant field for American manufacturers in Iceland. However, West Germany and the United Kingdom have emerged as Iceland's principal suppliers in this category, and it seems likely that they will increase their relative lead over the United States this year. Total imports in this category are expected to fall sharply.

The United States normally accounts for about 80% of Iceland's imports of tobacco and tobacco products, and is likely to remain dominant in this field. No significant sales decrease is expected.

West Germany, Denmark, Sweden and the United Kingdom have been Iceland's principal suppliers of electrical machinery, with the United States ranking fifth. U.S. sales amounted to slightly over $1 million in 1968, but to only $59,000 during the first two months of

Top potential for U.S.

Iceland's deficiencies in agriculture make it heavily dependent on imports for many agricultural commodities and foodstuffs. Feedgrains, wheat, and tobacco are being provided on concessional terms under the Food for Peace Program by the United States.

The following categories offer some promise for U.S. exporters at this time: food and kindred products, tobacco manufactures, non-electrical machinery, electrical machinery, and transportation equipment.

Prospects for increased U.S. sales are brightest in those product lines which require a high degree of technical sophistication, where European firms may not be able to compete effectively. Some items of hospital equipment; radars; sonars and lorans for the fishing fleet; marine engines and other specialized equipment for fishing boats and trawlers; and industrial machinery for new industries are areas of potential sales growth.

1969. Apart from possibilities which may arise in connection with new industries, the outlook for U.S. sales of electrical machinery is uncertain.

The real contraction in GNP and national income, begun in 1967 following five years of unprecedented growth (5.8% per year), is expected to continue in 1969. Real gross national product, which declined by 5% in 1968, is expected to move downward by over 4% in 1969. Real gross national income, which reflects terms of trade, took even a sharper dip, falling by 7% in 1968, following an 8% decline in 1967.

On a per capita basis, the even greater decrease in real income (9.5% in 1968) is being more fully reflected in private demand and consumption, particularly since treasury surpluses and foreign exchange reserves, which were used to buffer income declines of previous years, have been depleted.

Deficit persists

Despite the devaluation of November 1967, Iceland's payments position in 1968 gravely deteriorated due to the continued precipitous drop in fishery export earnings. The heavy deficit on current account ($56 million in 1967), continued through 1968 since the level of imports, some financed by foreign capital inflows, did not decline to the same degree as exports.

Exports of goods and services approximated slightly over $158 million in 1968, whereas imports of goods and services were equivalent to slightly over $206 million. Whereas earnings from commodity exports fell to $82.1 million, imports of commodities stood at $131.05 million of which approximately $24.5 million represented equipment for development projects and ships and aircraft financed by foreign capital inflows.

The continued erosion of foreign exchange reserves in late 1968 necessitated a drawing of $3.75 million from the International Monetary Fund (IMF) and a short-term loan of $5 million from the European Monetary Fund. By October 1968, net foreign exchange holdings were negative by $4.3 million. This trend was reversed when the kronur again was devalued by 35.2% in November. By the end of March, net foreign exchange holdings had increased to $5 million. The foreign exchange position, though, was buttressed with a $7.5 million drawing from the IMF in March.

With completion of the Burfell Hydroelectric power project and the aluminum smelter at partial capacity in mid-1969, it is anticipated that the proportion of commodity imports financed by foreign capital borrowings for investment purposes will decline in 1969. An anticipated slight improvement in export earnings coupled with lower import expenditures is expected to narrow the current account deficit considerably with external balance arrived at through lower levels of trade.

ICELAND'S PLANNING AUTHORITIES are placing great stress on industrial diversification as a solution to the nation's economic problems. The output of this Icelandic Aluminum Co. smelter being built near Reykjavik is expected to provide significant foreign exchange when it goes into operation later this year.

Because of the 54.4% increase in import prices stemming from it, the 1968 devaluation has cut down private consumption and the demand for imports without the government resorting to a system of import and exchange controls. Assuming restrained domestic price increases, the primary objective of the new exchange rate has been to permit the fisheries industries to operate without deficits and without subsidies through increasing the domestic supply of money (per unit of value exported) to that sector.

A 20% increase in the cost of living index is expected from the November 1968 devaluation through 1969, barring any wage increases. The overall rise is expected to restrain domestic demand but is also creating domestic dissatisfaction. No relaxation of the strict price control measures instituted with the 1967 devaluation appears imminent. The fixed retail and wholesale margins on all imported articles, although favoring the consumer, have worked hardships on importers and dealers, and together with the higher cost of foreign exchange have been an impediment to all but necessary imports.

However, the continuing decrease in per capita income in the face of rising price levels is renewing wage pressures at the very time that lessened employment is presenting problems. Despite the economic contraction, hourly wage rates in 1968 increased by over 6%. However, a loosening in the labor market has resulted in a shortening of the work week and less part-time work, which has cut into overall wages.

Primary problem

Downward adjustment of incomes and living standards to changed circumstances presents the primary problem to the coalition government. The 1968 devaluation was premised in part on curbing increases in wage levels which in the past contributed to the wage-price spiral that dominated the years of expansion. The government accordingly announced its intention to seek new wage contracts in order to sever the partial cost of living compensation due lower paid labor under an agreement negotiated in March 1968 following a general strike.

A six-week fisherman's strike in early 1969 over the proposed reallocation of the share of the catch payments was settled with the granting of fringe benefits, which although not jeopardizing price stability, paved the way for wage demands by other sectors. The reluctance of labor leaders to accept lower wage

ICELAND LOOKS TO PRIVATE FOREIGN INVESTORS to provide the capital and technology for many of its major development projects, such as the Burfell Hydroelectric Power Project shown above, which is due for completion in 1972.

levels, the refusal of employers to agree to continue the partial cost of living index increases and the inability to arrive at a solution through negotiations brought a series of strikes and work stoppages in March, April and May.

In an unanticipated development, a minute proportion of the labor force has been seeking employment abroad.

Production in Iceland's small manufacturing industries comprising largely food processing, textiles, metal products, wood working and furniture is continuing to decrease. The 3% decline in 1968 is expected to be repeated in 1969. The continuing decrease is attributable to the lack of demand in some industries, despite an improvement in their competitive position as a result of devaluation.

Agricultural production in the aggregate declined in 1968 by approximately 4%, and is expected to decrease by a similar percentage in 1969.

There is as yet in Iceland no organized market for bonds and shares although possibilities of developing such are being studied. Credit is channeled through financial institutions of which the commercial banks and the investment credit institutions are the most important. The investment credit funds, most of which are government controlled, lend largely to the private sector (long term business credits and project loans) in specialized fields.

The 1969 budget, as approved, provides for a balanced and restrained budget. Public investment projects and public enterprises are not included in the budget and are financed primarily by domestic and foreign borrowing. The shortage of capital for financing, particularly accentuated by the current grave economic difficulties, is reflected in the government's 1969 extra-budgetary finance plan (covering roads, harbors and schools). The 1969 plan envisages a 31% reduction from 1968 expenditures.

Big public role

Given Iceland's limited resources and the lack of private capital, public investment per capita is traditionally high and total fixed asset formation comprises a significant portion of GNP. The critical economic situation and near-completion of major investment projects portend a continuation of the 1968 decline in investment levels, with effects both on employment and income. A smaller inflow of foreign capital is expected in 1969 since no new major projects are at the expenditure stage.

A greater proportion of total investment is being allocated to public works and buildings and construction. But such investment is low. A further decline in industrial asset formation is anticipated in agriculture, fishing, manufacturing, machinery and equipment, and commercial buildings.

Private capital formation is low, given the relatively even income distribution and the fact that Icelandic firms suffer from a lack of equity capital. Being studied now, with a view to membership in EFTA, are ways of stimulating the formation of equity capital in firms through changes in the tax structure.

Authorities have accelerated Iceland's long range plans for economic diversification as a means of providing alternate sources of earnings (both foreign exchange and domestic) to supplement the fishing industry and of providing employment to its growing labor force. The foreign exchange effect of the aluminum smelter, which is to begin production at 30,000 tons later this year, will be more fully reflected in 1970 as will be the proceeds of the more modest diatomite plant.

Authorities are looking externally to foreign investment both private and public to provide the needed capital and technology. Plans are now being implemented to: complete construction of the Burfell Hydroelectric Power Project to its full 210,000 kw. capacity by 1972 and the aluminum plant (financed by Alusuisse) to its full 60,000-ton capacity at the same time. Plans were recently announced to consider doubling the annual capacity of the diatomite plant, in which Johns-Manville has 48% equity, to 24,000 tons.

The availability of low cost hydroelectric power and the yet untapped sources of hydroelectric energy are spurring efforts to attract power-intensive industry, such as an oil refinery and a second aluminum plant. Recent studies on the feasibility of a salt extraction industry, utilizing geothermal brine, indicate the profitability of such an industry, including the prospects of eventually developing a chemicals industry in Iceland. Also being studied is the prospect of producing heavy water for sale to commercial nuclear power plants.

On a smaller scale, prospects are being explored (some through the State Employment Board) for establishing new industries for domestic consumption or export which enjoy some comparative advantage, such as plastics, electronics, and/or are based on domestic raw material, such as woolen items and skins.

Eximbank helps Iceland plant buy U.S. equipment

The Export-Import Bank of the United States has authorized a $600,000 loan to the Government of Iceland to help finance purchase of U.S. beneficiation, filtering and drying equipment required for expansion of the diatomite plant of Kisiliidjan, h. f. The company is owned jointly by the Icelandic Government and Johns-Manville Corp.

Diatomite is a highly porous material principally used as a filter-aid in a great variety of industrial processes where filtration plays a key role in clarification and purification. The finished product of the plant has a well-established European market.

In 1966 the Bank authorized an $850,000 loan to help finance construction of the plant, which is located near Lake Myvatn in northeast Iceland. The current expansion program will increase present plant capacity from 10,000 to 22,000 tons annually. Engineering, design and construction supervision services will be provided by Johns-Manville.

The $600,000 loan is to be repaid in 12 semiannual installments beginning in June 1971 with interest on outstanding balances at an annual rate of 6%.

World Bank, IDA lend $78 million to aid projects in three continents

Loans will aid railway modernization in Taiwan, Korean technical schools, Yugoslavia's tourist highways, Trinidad electric power

The World Bank and its affiliate, the International Development Association (IDA), have approved loans totaling the equivalent of $78 million for railways in the Republic of China, technical and vocational education in Korea, electric power service in Trinidad and Tobago, and road construction in Yugoslavia.

All necessary imports for projects financed by World Bank and IDA loans must be procured through competitive international bidding.

The Taiwan Railway Administration (TRA) will receive $31.2 million to modernize and increase the capacity of the railways which carry the bulk of the country's freight traffic and about half the long-distance passenger traffic. The proceeds of this loan will help TRA to finance expenditures totaling $86 million during the first two years of the Administration's capital investment plan for the period 1969-72. The loan will be used for the acquisition of locomotives, freight and pasenger cars, track, signaling, workshop and other equipment; consultants' services, and the training abroad of some TRA personnel to staff a new railway planning unit to be set up.

Korean schools

A $14.8 million IDA credit will help Korea finance a $26.8 million project to upgrade and expand technical and vocational education in its secondary and post-secondary institutions, few of which are adequately equipped and staffed to offer courses in agricultural, commercial, scientific and industrial subjects.

It will result in a greater output of suitably trained graduates to help fill the needs of Korea's growing commerce and industry where progress has already outstripped the supply of skilled manpower. The project will affect 32 schools and four university departments.

The rapid growth of domestic traffic, particularly of heavy vehicles, and the influx of tourists—of the 23 million who visited Yugoslavia in 1967 by far the largest number came by car or bus—has made the modernization of Yugoslavia's highway network an urgent matter. A $30 million bank loan will assist in financing construction of three high-priority sections of highway which are in an advanced stage of engineering. They are scheduled for completion in three years at a total cost of $75 million.

Construction includes two four-lane divided highways, including access roads, with a total length of 48 miles and a 29-mile, two-lane highway. The two expressways will be in the more developed northern part of the country, one in Croatia and the other in Slovenia, and both are on routes connecting the country's main port, Rijeka, with other European countries. The two-lane road is in Macedonia and will replace a low standard road through mountainous terrain.

The Trinidad and Tobago Electricity Commission (T&TEC), generates and distributes all public electric power in Trinidad and Tobago.

T&TEC is now expanding and improving power distribution in the main centers of population and extending it to areas not now served, particularly those which will become important for tourism. The project being assisted by the current $2 million Bank loan consists of the construction of about 74 miles of new transmission lines, the rehabilitation of existing ones, and related substation capacity.

U.S. moviemakers continue to improve share of India's foreign film market

American firms supplied nearly 60% of imported features in 1968, but actual number of films dropped sharply; box office receipts up 10%

Although fewer American feature films are being imported into India, the U.S. share of the Indian foreign filmgoer's market continued to improve in 1968. Nearly 60% of the foreign film market is accounted for by American films. Box office receipts of U.S. films rose by an estimated 10% over 1967 and are expected to maintain this rate of progress for 1969.

The number of Indian theaters showing foreign films numbered about 100 at the end of 1968, the same as in 1967.

Imports of feature films in 1968 totaled 182, down from 228 in 1967, with imports from the United States dropping sharply from 124 to 103. Imports from the United Kingdom and Italy also declined, but imports of Russian features showed a rise from 5 to 10.

The quota agreement between the Motion Picture Export Association of America and the Government of India is valid until June 30, 1971. The agreement states that imports are to be restricted to 50% of the best year's imports during 1946 through 1950, and limits remittances of film earnings to 2.5 million rupees ($333,000). The agreement permits the use of blocked funds for production of films and two U.S. feature length films were produced in India in 1968.

The number of feature films produced and certified for exhibition in India in 1968 increased to 347, up 17 from 1967 and 39 from 1966. Of the 1968 total, only 48 films were produced in color. Indian producers continue to complain of a shortage of theaters, although the number is increasing. At the end of 1968 there were 6,210 theaters in India (535 more than at the end of 1967), consisting of 4,100 permanent and 2,110 touring theaters. Box office receipts in 1968 were estimated at $147 million, 10% more than the 1967 total of $133 million.

Exports of Indian motion picture films of all types, including advertising shorts, amounted to $5.2 million in 1967/68 (Apr.-Mar.), a sharp increase from the previous year. However, statistics for the first seven months of 1968 (Apr.-Nov.) show that exports were about 30% lower than exports in the same period of 1967.

The Government of India's raw film import policy protects the Hindustan Photo Film Manufacturing Co., the public producer of black and white positive film. Regarding other raw film, the policy continues to favor imports from the rupee trading area, particularly East Germany. The Indian film plant has expansion plans, including the manufacture of color film.

Canada shirtmakers get drawback aid

Canadian shirt manufacturers will be allowed a drawback of import duties on imported woven fabrics used in the manufacture of men's and boys' shirts.

Under the provisions of new Canadian customs memorandum D17-6 of May 16, a drawback of 100% will be granted on fabrics imported during the drawback period if the manufacturer used Canadian fabrics equal to 75% of his total fabric consumption. In the event the Canadian fabrics amounted to less than 75% of total fabric consumption, the 100% drawback will be reduced by 2 percentage points for each point or portion thereof by which the manufacturer's consumption of Canadian fabrics is less than 75% of his total consumption.

Drawback periods

Drawback period means such of the following periods as the manufacturer may select: the twelve-month period beginning Jan. 1, 1969; one-half year periods commencing on Jan. 1 or July 1, 1969; or three-month periods commencing on the first day of January, April, July or October, 1969. Fabric means woven fabric but does not include a woven fabric composed in whole or in part of yarns of wool or hair.

Imported fabrics are subject to a variety of import duties depending on the component material, but most tariffs are in the 19%-23% range except that woven fabrics exceeding 12 inches in width, which are wholly or in part of man-made fibres, are dutiable at 28% plus 18¢ per pound.

Canadian press reports indicate that the drawback concession is intended to help Canadian shirt manufacturers meet competition from foreign shirtmakers and reflects the current trend away from pure cotton toward blended cotton-polyester fabrics. The current tariff structure places a higher duty on imported blended fabrics (28% plus 18¢ per pound) than on blended shirts which are dutiable at 26½%.

Aid-India Consortium says nation needs $1.1 billion help in current fiscal year

Members of the World Bank-sponsored consortium of nations providing development assistance to India have agreed that India will require $700 million in non-project aid and $400 million to help with specific development projects.

The May 22-23 meeting in Paris, attended by representatives of 12 nations, the International Monetary Fund and the Organization for Economic Cooperation and Development, commended the "considerable improvements in India's economic situation in 1968/69. All Consortium members welcomed the continuation of the momentum of growth in agricultural production, the substantial recovery in industrial production, the restoration of a stable price level and the efforts made in the last budget to mobilize additional resources for development. Particularly noteworthy was the very good export performance, especially with regard to such items as engineering goods; exports as a whole were 12.5% above those of 1967/68."

Members also commended steps India was taking to extend the family planning program, for which budgetary appropriations during the next five years are planned at a level 12 times the amount spent during the Third Plan period.

Governments represented included Austria, Belgium, Canada, Denmark, France, Germany, Italy, Japan, the Netherlands, Sweden, the United Kingdom and the United States. Sweden was attending for the first time.

New Zealand will now remit duties on imported goods not available in Commonwealth

The May Customs Bulletin of the New Zealand Government advises importers of the procedure to follow in applying for the remission of New Zealand import duties.

Section 178 of the Customs Act of 1966 authorizes the Minister of Customs it remit the duty on goods of foreign origin when he is satisfied that similar goods are not economically available from Commonwealth sources.

Customs applications

Any applications for such remission should be made on C Form 72 to the local Collector of Customs accompanied by two copies of descriptive or technical literature concerning the goods.

Applications must be lodged before the goods are entered for home consumption.

All applications are referred overseas to determine whether comparable goods are available from Commonwealth sources and for this reason it may be some time before a final decision is reached.

Importers applying for such remission are urged by the Customs Department to provide full and accurate information concerning the goods on which remission of duty is requested and any alternatives which the applicant may have considered with the initial application. Precise and total information on the initial application will help the Customs Department and assist importers in getting a final decision at the earliest possible date.

U.S. exporters to New Zealand, who feel that their products may qualify for a remission of duty, should urge their agents or customers to make application.

Japan ratifies IDA's $1.2 billion replenishment; allows early use of funds

The Government of Japan has ratified the Second Replenishment of IDA's resources, which will encompass contributions from 18 member countries and a loan from Switzerland. The total amount of the replenishment agreed is $1,200 million.

The Second Replenishment cannot come into force until formal notification has been received by at least 12 countries contributing not less than $950 million. This means in effect that ratification by the United States is necessary for the Second Replenishment to become effective.

Including Japan's pledge of $66.5 million, notifications have been received from 12 countries contributing $538.4 million.

Japan informed IDA that the first installment—$22.2 million—of their contribution is available for immediate commitment without waiting for the Second Replenishment arrangements to become effective.

Japan is the tenth member country to make arrangements for such contributions to IDA before replenishment. The total amount made available by these ten countries is $234.7 million.

The availability of such contributions has been the principal factor permitting IDA to continue making commitments on a large scale during recent months.

Germans extend lettuce quota

The Federal Republic of Germany has extended the import quota for iceberg lettuce from the United States, according to the *Bundesanzeiger* No. 87 of May 10. Applications for licenses will now be accepted until June 30 and will be valid until that date. The validity of import licenses already issued will be extended on application until June 30 (see INTERNATIONAL COMMERCE, Jan. 27, p. 22).

Alliance loans totaling $85 million will buy U.S. products for Colombia

Loans for agriculture, education and general economic growth bring total U.S. aid during Alliance period past $500 million

Three recent Alliance for Progress loans totaling $85 million will be used to purchase U.S. goods and services to improve Colombia's agriculture, education, and overall economic growth.

One, for $15 million, will be used principally to finance imports from the United States of farm machinery, fertilizer, insecticides and other commodities to increase agricultural production.

More than $1 million of this loan will pay dollar costs of continuing technical assistance services of a team of agricultural specialists sent by the University of Nebraska under an AID contract.

Colombian importers of the U.S. commodities will pay for them in local currency. These peso counterpart funds will help to finance local costs of Colombian agricultural programs such as land reform, extension services and marketing improvements.

Education loan

More than $8 million of a $10 million AID loan for education will be used to finance general imports from the United States. The Ministry of Education under the loan agreement may use up to $1.25 million for dollar contracts for technical assistance and up to $550,000 for the importation of educational materials.

The third loan, for $60 million, will finance imports of general U.S. commodities which have high priority for Colombia's continued economic growth. The type of goods to be imported will be selected by mutual agreement between the two governments. The counterpart pesos generated by the Colombian Government's sale of these goods will be used for development projects throughout Colombia.

During the Alliance period, U.S. economic assistance of this type to Colombia has passed the $500 million mark.

Colombia's programs for accelerated development which will be supported by the new loans have been formulated in consultation with the World Bank and the International Monetary Fund. As a member of the consultative group on Colombia headed by the World Bank, the United States has carried out its assistance programs in Colombia in close cooperation with these and other international institutions.

Some $45 million of the combined loans is being made available immediately, to be followed by $20 million in October and $20 million in January 1970 after reviews with the Government of Colombia of economic progress and developments in agriculture and education.

Workshop scheduled at San Francisco State

A summer workshop for business executives wishing to expand international operations is scheduled at the Center for World Business at San Francisco State College. The Fourth Annual International Business Management Summer Seminar-Workshop will be held weekly on Monday nights, 7-10 p.m., from June 16 through August 18 on the main campus.

The course will cover international business environment, including cultural, economic, legal, and political aspects; and the functional concepts for international or multinational operations, including investment financing, production management, and international marketing.

Seminar sessions will incorporate lectures by experts, discussions groups, and analysis of individual case histories.

Eximbank loan to buy U.S. goods for Colombian plant

An Eximbank loan of $6.5 million will assist Colombia in financing the cost of U.S. goods and services for a petrochemical plant to be erected at Barranquilla. The plant will produce caprolactam and nitrophosphate fertilizers. In addition to Eximbank's authorization, $9.5 million for non-U.S. goods and services will come from Italy and Belgium with local cost financing of $3.6 million to come from sources in Italy and Colombia.

Monomeros is owned by Colombian and Venezuelan governmental institutions and by Stamicarbon, a subsidiary of Dutch State Mines, which is providing the process engineering.

In relation to this project, Eximbank previously authorized $9.5 million in the form of a direct credit to Empresa Colombiana de Petroleos (Ecopetrol) last September. This loan is to help finance the construction of a chemical plant to produce cyclohexane, a basic raw material which Ecopetrol will supply to Monomeros. Both the Ecopetrol and Monomeros facilities are scheduled to go on stream at approximately the same time.

Finnish firms, trader lose export rights

The firms Rainco Oy and Industronic Oy of Helsinki, Finland, and Armas Kosonen, the operator of the firms, have been denied all U.S. export privileges.

The U.S. Department of Commerce's Bureau of International Commerce (BIC) said the action was taken to prevent evasion of a denial order issued against Ilmari Kokkonen, also of Helsinki, in October 1966.

According to BIC, Kokkonen is now connected with Kosonen and his two firms. Kokkonen, acting in the name of these firms, has attempted to obtain electronic equipment and other strategic commodities from U.S. suppliers.

All outstanding licenses in which the related parties have an interest have been revoked, and the firms, their agents and employees are prohibited from participating in any transactions involving commodities or technical data exports.

The U.S. export regulations provide that without authorization from the Department of Commerce, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

AMA holds seminar on international credit

How to assess overseas credit risks, and how to obtain foreign credit insurance policies will be covered at an American Management Association orientation seminar June 11-13 at the Barbizon-Plaza Hotel, New York City.

Among the speakers is Paul T. Haskell, vice president of the Foreign Credit Insurance Association.

Licenses offered U.S. firms by German, Danish, Dutch and Italian manufacturers

Foreign producers want production, distribution of their items which include a building set, bin stacking system, sliding door

German, Danish, Italian and Dutch firms seek U.S. licensees to produce and distribute dividing heads and accessories for milling machines, children's building set, a bin stacking system, concrete paving stones, and a sliding door system.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• An Italian manufacturer is seeking a U.S. licensee to produce its dividing heads and accessories for milling machines.

These dividing heads, which are made of cast iron and steel, are high precision universal, semi-universal, and plain, and can assume any angular inclination from −10 to 100° from the horizon line.

The equipment is tested according to Schlesinger and Salmon Rules, with adequate optical apparatus of high precision. **File 1760.**

• A West German industrial designer is seeking a U.S. licensee to produce his interlocking building system for children.

This building set consists of assorted high precision plastic components in modular construction kits. The system is suitable for all types of architectural models as well as for model vehicles and various kinds of model machinery.

The system patented in several countries, including the U.S., attracted favorable attention in its first appearance at the Nuremberg Toy Fair in February. **File 1761.**

• A West German industrial designer is offering a bin stacking system consisting of plastic bins of several sizes and metal rack components, including caster elements. The bins are designed for storing such items as nuts, bolts, other pieces of hardware, components, spare parts, and related items. The system which is available on the German market, is quite versatile and can easily be arranged and re-arranged to meet individual requirements. **File 1762.**

• A Danish agent is seeking a U.S. licensee to produce interlocking concrete paving stones developed by a German company which he represents.

The stones, made in three shapes, are 2", 3⅛" and 4" thick for light, medium and heavy duty paving. The stones have clean sharp edges, and the joints are very narrow and firmly closed when units are correctly laid and interlocked. This provides for a comfortable walking surface as well as a virtually noise-free riding surface.

An elaborate and expensive sub-grade is not normally required, except where heavy traffic is experienced. Light car traffic requires only a base of compacted sand. A range of integrally pigmented stones is available for permanent marking of parking bays and for colorful designs of paved areas in towns and gardens.

The German company has a U.S. patent on the stones, which are produced in over 60 factories located in many countries. **File 1763.**

• A Dutch company is seeking a U.S. licensee to produce and distribute its sliding door system which is patented in the U.S.

The door can be used in several ways, for instance as soundproof dividers in rooms or areas, or as warehouse or garage doors, but the system is especially designed for cooling or freezing operations.

The device features a door hanging on two sets of wheels running over one double-tracked horizontal rail construction at a 45-degree angle to the wall.

According to the manufacturer, the system has the following advantages: 1) a person can open and close the door with one simple movement of the hand, and with a minimum of effort; 2) the door will never remain ajar after improper closing, but will seal itself automatically; 3) no rail or other protruding structure is necessary underneath the door, and the floor therefore remains smooth; 4) there is a guaranteed hermetic sealing of the door; 5) a device for opening and closing the door automatically can be installed at low cost; and 6) as safety features, it takes only a small amount of resistance to stop the door even though opening or closing at high speed, so that a person standing in the doorway will be unhurt; and the door can be opened manually from the inside even though locked from the outside.

A U.S. firm could either manufacture the complete unit or only the doors without the overhead rail structures. In the latter case, the Dutch company would furnish the U.S. licensee with the rail sections. **File 1511-RR.**

Turkish importer desires U.S. licenses for water pumps, valves, engines

An Istanbul importer of construction tools and machinery seeks a joint venture with a medium sized U.S. company to produce metal components and equipment. Of particular interest are water pumps, gate and stem valves, small diesel engines of less than 5 hp. and tractor or automotive parts. The products would be marketed in Turkey and the Middle East.

Sought of the U.S. firm are the utilization of its trademark, technical and management expertise, and possibly capital. In preparation for the project the Turkish concern has already acquired metal working machinery and a 26,900 sq. ft. site near Istanbul.

Although the Istanbul company has no manufacturing experience, its owners are well educated and would appear to be seriously interested in a cooperative venture with a U.S. firm.

Write: Mr. Ferid Samikoglu, Cevdet Samikoglu, Alacamescit, Sokak, Arapcami, Riza Bey Han 9/5, Karakoy, Istanbul, Turkey. WTD. **P-69604.**

Animated cartoons license sought by Israeli concern

ASTRIS, a jointly owned Israeli and Austrian company with an experienced and well regarded management, seeks to obtain know-how and equipment from U.S. companies for production under license of animated films (cartoon-type) for movies and television programs.

Write: Industrial Promotion, Trade and Trust Co. Ltd. (ASTRIS), 71 Yehuda Halevy St., Tel Aviv, Israel. WTD. **P-69612.**

Austrian firms want license agreements

One is a machinery builder; the other makes pharmaceuticals

Two Austrian manufacturers are seeking licensing agreements—one to produce space heating equipment and humidifiers and the other pharmaceuticals.

• Licenses to manufacture and distribute space heating equipment and humidifiers for industrial, commercial and residential use are sought by one of Austria's largest privately owned firms. The products would be marketed in Austria, the EFTA and Eastern European countries.

The company is a major producer of agricultural machinery and implements and central heating equipment. It has representatives in 14 foreign countries and reports annual sales of about $10 million with exports accounting for 16%.

Write: Vogel & Noot A.G., A-8661 Wartberg im Muerztal, Styria, Austria. WTD. **P-69608.**

• An Austrian pharmaceutical firm is interested in the manufacture of newly developed ethical pharmaceuticals under licenses. Its interest is not limited to any specific field of application.

The Vienna company, a subsidiary of a West German firm, produces some 30 pharmaceutical specialties for human and veterinary use, plus several kinds of cosmetics. It also acts as a sales representative for its parent firm and seven other foreign concerns. The Austrian company has approximately 80 employees plus a 15-man sales force.

Write: BYK Chemisch-pharmazeutische Produkte Ges.m.b.H., Murlingengasse 42 (P.O. Box 21), A-1121 Vienna, Austria. WTD. **P-69605.**

Thai firm wants to produce automotive spark plugs

A leading Bangkok automobile dealer is interested in a joint venture or license arrangement to manufacture automotive spark plugs.

The Thai firm will contribute capital and land to the project and seeks technical assistance from a U.S. participant. Plans call for production of one million spark plugs annually, primarily for the domestic market.

Firms desiring additional information on this opportunity should **write:** Mr. Sajja Limsavadevong, sub-manager, Yonvichai Limited Partnership, 217 Sukhumvit Soi 15, Bangkok, Thailand. WTD. **P-69613.**

Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. ties sought by Mexican to produce office equipment

A small Mexican firm currently manufacturing a broad line of steel office equipment is seeking ties with a U.S. company to modernize its operations.

Presently, a wide variety of desks, cabinets, tables, bookcases, files, safes, lockers and chairs are produced by the firm. Its plant contains folding machines, punch presses, cutting machines, a machine shop, a printing room and a small warehouse. For further information write: **Project No. 69616,** Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. WTD.

German tool firm wants to expand product line

A license to manufacture small room air conditioning units for residential and commercial use is sought by a well known German producer of electrical tools.

The Stuttgart firm has an excellent sales organization operating throughout Germany and abroad, and plans to distribute the air conditioning units on the domestic market as well as in other European Economic Community countries. The company operates a modern plant which could be expanded and has over 300 employees.

Write: Project No. 69606. Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

Canadian rug manufacturer seeks to expand production

A Canadian firm, now manufacturing braided rugs and hand woven mats, seeks a license to manufacture other types of rugs that would complement its present lines.

The company, established in 1939, has a 12,000 sq. ft. plant with modern jet tables, dying equipment, braiding machines and hand looms. It also maintains sales outlets throughout Canada.

To obtain further deails about this opportunity interested U.S. rug manufacturers should **write:** Niagara Rug Company Limited, 580 Victoria Avenue, P.O. Box 443, Niagara Falls, Ontario, Canada. WTD. **P-69615.**

Assembly of air conditioners sought by Nigerian importer

A large Nigerian importer and distributor of textiles, household appliances and general merchandise seeks a license arrangement with an experienced U.S. firm to assemble air conditioning units. The firm has around 500 employees.

Write: K. Chellaram & Sons (Nigeria) Ltd., 54 Marina, P.O. Box 117, Lagos, Nigeria. WTD. **P-69607.**

Malaysia announces bids on microwave system

The Telecommunications Department, Government of Malaysia, has issued a tender for the supply and installation of microwave system. Bid deadline is July 31.

Bid should offer a 960 channel system for Bukit Nanas to G. Pulai (4 GHZ); An 1800 channel system for G. Pulai to J. Bahru (6GHZ); An 1800 channel system for international from G. Pulai in Malaysia to F. Channing in Singapore.

Copies of tender announcement and specifications are available from the Director General, Telecommunications Department, Government of Malaysia, Kuala Lumpur, upon payment of M$100.00 ($1=M$3.03). One copy is available on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4823).

India calls for bids on closed circuit TV system

The Directorate General of Supplies and Disposals (Electrical Stores DTE), has issued Tender No. ES-4/514/34/077, for the supply and installation of a closed circuit television system. Bid deadline is July 18.

Bid should offer closed circuit television equipment to operate from 230 volt, 50hz supply and include camera, lenses, remote control pan and tilt mechanism, video monitors and a video tape recorder. Purchase to be financed under IDA credit.

Copies of tender announcement and specifications are available from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008 or on a short-term loan basis to firms located in the U.S. from the Communications Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4823).

Welding equipment bids sought for Thai schools

The Department of Vocational Education, Ministry of Education, Rajdamnern Avenue, Bangkok has issued Tender No. LIVE-10 for the supply of 800 units of welding, soldering, cutting and related equipment to equip vocational training schools.

Items required include: 160 gas welding and cutting sets, 215 arc welders—250 to 400 amp., and 52 acetylene generators.

Bid deadline is July 10.

A set of tender documents is available for office review in the Metalworking Equipment Division, Room 4204, BDSA-649, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-5652).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

121 Bituminous coal

● **CEYLON**—Supply 30,000 tons C.&F. best selected grade locomotive coal, in three consecutive monthly installments of 10,000 tons each, commencing from Aug. 15. Tender No. COM/TEN/69/20.

Bid deadline is June 20.

Tender documents may be obtained by writing to Mrs. Nimal Breckenridge, Commercial Secretary, Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C., 20008.

201 Meat products

JAPAN—Pork offal for human consumption; pork skin grained for gelatin making. Nomura Trading Co., Ltd. (importer, exporter), Shin-Yaesuguchi Bldg., 3 Yaesu 4-chome, Chuo-ku, Tokyo 104. WTD in preparation.

208 Beverage industries

LEBANON—Concentrates for fruit juice production (liquid, semi-liquid, pastes or powder). Societe Conserva du Liban S.A.L. (manufacturer, distributor, exporter), Place Riad Solh, Shaker & Oueini Bldg., P.O. Box 4624, Beirut. WTD 5/69.

225 Knitting mills, products

LIBYA—Women's, misses', and juniors' knit dresses and suits; all other knit outerwear including knit swimwear. Direct purchase and

agency. Salon Vert (importer), P.O. Box 3733, Tripoli. WTD in preparation.

229 Textile goods

PORTUGAL—Nets for tuna fishing. Direct purchase, agency. Equipamentos de Laboratorios, Lda. (importers, distributors), Apartado 1100, Lisbon 1. WTD 2/69.

231 Men's, youths', boys' suits, coats, overcoats

LIBYA—Men's, boys' suits, coats, overcoats and tailored jackets. Salon Vert (importer), P.O. Box 3733, Tripoli. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Pilots' overalls, workclothes. Direct purchase and agency. Aero-Import, Ulf Wiberg (importer, agent), 33 Limmaregatan, S-603 60 Norrkoping. WTD 5/69.

233 Women's, misses', juniors' outerwear

LIBYA—Dresses, blouses, waists, and shirts, except knit sport shirts. Direct purchase and agency. Salon Vert (importer), P.O. Box 3733, Tripoli. WTD in preparation.

262 Paper mills, products

FRANCE—Kraftliner (unbleached or bleached) duplex; fluting (including semi-chemical products), allied material suitable for fabrication of corrugated cardboard, paperboard. Requests replies in French. Allard & Fils (paper converter, manufacturer), Avenue Gallieni; 19- Brive, Correze. WTD 5/69.

281 Industrial Chemicals

● **AFGHANISTAN**—Inorganic reagent chemicals: sodium metabisulfite A.R. (Cryst), $Na_2S_2O_5$, 1 lb.; sodium carbonate A.R. (ACS), $Na_2CO_3 \cdot H_2O$ (Gran), 1 lb.; sodium hydroxide A.R., NaOH (Pellets), 5 lbs. and potassium carbonate N.F., $K_2CO_3 \cdot 1.5\ H_2O$ (gran), 5 lbs. Also included are eight items of laboratory equipment materials for technical education project, Royal Government. Total value estimated at $8,000. List of all items available. Packing shall be in accordance with Federal Specifications PPP-B-621a. Quotation C&F Karachi.

Complete specifications must be provided and illustrative literature attached with the bid. Cablegrams acceptable, provided confirmation by letter (Cable address: "USAID" Kabul). Tender No. P10/C306-093-0-90127, bid deadline July 1, delivery by Sept. 30. Tenders to Supply Advisor, USAID/Afghanistan, c/o American Embassy, Kabul. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3468).

MOROCCO—Solvents (ethyl & butyl acetate), toluene, plasticizers (di-octyl-phtalate) for the local plastic industry. Quotations c.i.f. Casablanca. Direct purchase and exclusive representation. Les Materiaux Nouveaux S.A. (manufacturer-importer), 15, Rue Soufiane At Touri, Casablanca. WTD 5/69.

282 Synthetic materials

MOROCCO—PVC powder, polyethylene granules, polypropylene granules, polystyrene granules for the local plastic industry. Quotations c.i.f. Casablanca. Direct purchase and exclusive representation. Les Materiaux Nouveaux S.A. (manufacturer-importer), 15, Rue Soufiane At Touri, Casablanca. WTD 5/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

PORTUGAL—Cosmetics, other toilet preparations, and related items. Direct purchase and agency. Lisfarma (importer, wholesaler, distributor of pharmaceutical products), Importacao e Comercio de Medicamentos, Lda., Apartado 1007, Lisboa. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

AUSTRIA—Top quality paints, varnishes, lacquers, coatings, sealers, special allied paint products. Farbenkoenig Inh. Reinhold und Justine Koenig (importer, distributor, retailer), Wilhelmstrasse 4, A-3430 Tulln, N.Oe. WTD 4/69.

287 Agricultural chemicals

ISRAEL—Raw materials for manufacture of agricultural pesticides, technical grade, for inquirer's formulas. Direct purchase and sole representation. Tarsis Agricultural & Industrial Chemicals Co. Ltd. (importer, exporter, manufacturer, agent), Petah Tiqva (Kiriat Arie). —P.O. Box 183, Tel Aviv. WTD in preparation.

307 Plastics products

ISRAEL—Cellular neoprene sheets suitable for the manufacture of wet suits (can also be lined with either terrylene or nylon); all kinds of diving equipment. Aqua-Sport Red Sea Diving Center Ltd. (importer, retail distributor), Coral Beach, P.O. Box 300, Eilat, Attn: Willy Halpert. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

GERMANY—Acoustical tiles or boards (sound-absorbing building components) made of mineral fibers, pressboard, wood fibers. Requests price quotations c.i.f. European ports. Requests replies in German. Antilaerm Weber KG., Werkstoffe zur Laermbekaempfung (importer, wholesaler), 4 Duesseldorf, Pempelforter Strasse 54. WTD 5/69.

ISRAEL—Hard abrasive, chemical-resistant filler for ceramic floor tiles for use in foodstuff-industry, other industrial branches working with acids, alkalis, other chemicals attacking concrete. Direct purchase and sole agency. Astris Industrial Promotion, Trade and Trust Company Ltd. (industrial promoters, international traders), 71 Yehuda Halevy St., Tel Aviv. WTD 5/69.

PORTUGAL—Acoustical board, tile and other mineral wool insulation products. CENTELEC (importer, distributor of electronic equipment), Centro Tecnico de Electronica, Lda., Av. Fontes Pereira de Melo 47, 4°., Dto., Lisboa. WTD in preparation.

331 Steel mill products

NETHERLANDS—Pig iron. N.V. Metaalmaatschappij van S.A. Vles & Zonen (importer, exporter, distributor, agent, processor), 3-11 Piekstraat, Rotterdam-3020, or P.O. Box 775, Rotterdam-3005. Attn: D. P. Plokker and/or L. Stuyt. WTD 5/69.

334 Secondary smelting, refining of nonferrous metals

NETHERLANDS—Nonferrous metal scrap, ingots. N.V. Metaalmaatschappij van S.A. Vles & Zonen (importer, exporter, distributor, agent, processor), 3-11 Piekstraat, Rotterdam-3020, or P.O. Box 775, Rotterdam-3005. Attn: D. P. Plokker and/or L. Stuyt. WTD 5/69.

335 Rolling, drawing, extruding of nonferrous metals

● **THAILAND**—Tender No. MEA-PSD-156 for the supply of 5,256 meters of 69-Kv copper cable and cable splicing and terminating kit. Bid deadline July 11. Contact Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Road, Bangkok.

347 Coating, engraving, services

ISRAEL—Chemical and abrasion resistant, high gloss coating enamel for steel, aluminum, concrete, asbestos cement, similar construction materials, for coating concrete or steel tanks for wine, beer, fruit juices, milk, for coating all sorts of food processing equipment. Direct purchase and sole agency. Astris Industrial Promotion, Trade and Trust Co. Ltd., 71 Yehuda Halevy St., Tel Aviv. WTD 5/69.

352 Farm machinery

BRAZIL—Harvesting machines adaptable to tractors for rice, wheat and corn harvesting; haying machines. Arthur Vianna Cia. de Materiais Agricolas (distributor), Rua Florencio de Abreu 270, Sao Paulo, S.P. Attn: Niso Vianna. WTD 1/69.

353 Construction, mining materials handling machinery, equipment

SPAIN—Road building, public works machinery, equipment. Neotecnica, S.A.E. (importer, distributor), Marques de Urquijo 44, Madrid (8). WTD 5/69.

354 Metalworking machinery

● **INDIA**—Supply fabrication and erection of coke guide car integral with door cleaning device. Tender No. PUR/CMED/2(9) (I.S.M. D/ENQ/2644), bid deadline July 24. Controller of Purchase and Stores, Durgapur Steel Plant, P.O. Durgapur 3, Distt. Burdwan, West Bengal.

Copies of tender documents are available for $33 per copy from the India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008.

● **MALAYSIA**—Supply of metrology and machine tool equipment, including: fifteen flatness and surface finish measuring sets, three gear measuring sets, four micrometer sets, 32 miscellaneous measuring sets, universal gear hobber, hydraulic planer—24″ x 36″ table, broaching machine—24″ stroke; mortising machine, cutting tool dynamometer; and a general purpose lathe—5½″ swing. Bid deadline July 4. The Principal, Technical College, Gurney Road, Kuala Lumpur.★ (Telephone: 202-967-5652).

PORTUGAL—Rotary wire brushes, other power driven hand tools for cleaning of metal ship hulls. Direct purchase, agency. Sociedade de Importacao e Exportacao (importer, ex-

porter, sales agent), Gilica, Lda., Rua Garrett 61, Lisbon 2. WTD in preparation.

Supply used centrifugal casting tube machine; used tapper and threading machines for malleable iron pipe fittings. To tapper and thread unions ½ in., ¾ in. and 1 in. Elbows and tees ½ in. and ¾ in.; reducing bushings from ½ in. to 1 in.; plugs from ½ in. to 1 in.; reducing sockets from ½ in. to 1 in. Machine descriptions, production rate, year of make, c.i.f. quotations requested on above items. BERMASEL—Representacoes Comerciais e Material Tecnico Lda. (importer, agent), P.O. Box 430, Oporto. WTD in preparation.

355 Special industry machinery

AUSTRIA—Equipment and auxiliary supplies used in preparation, application, improvement and removal of paints, lacquers, artificial resins. Farbenkoenig Inh. Reinhold und Justine Koenig (importer, distributor, retailer), Wilhelmstrasse 4, A-3430 Tulln, N.Oe. WTD 4/69.

Meat packing plant machinery, equipment, including grinding, cutting, mixing, chopping, cooking, smoking, sausage-making, stuffing, closing, clipping machines; food wrapping, packaging machinery. Direct purchase and agency. Victor Nagel (importer, distributor, exporter, agent), Mexikoplatz 25, A-1020 Vienna. WTD 4/68.

BRAZIL—Vertical fertilizer mixer installation with 30 ton per hr. capacity with possibility of preparing humid mix in granular form. Arthur Vianna Cia. de Materiais Agricolas (distributor), Rua Florencio de Abreu 270, Sao Paulo, S.P. Attn: Niso Vianna. WTD 1/69.

GERMANY—Small woodworking machinery. Direct purchase and agency. Albert Fezer, Maschinenfabrik GmbH (manufacturer, importer, exporter), 7301 Esslingen-Zeil, Wilhelmstrasse 87. WTD 1/69.

ISRAEL—Quotations requested for machinery, equipment for complete plant to manufacture wettable powders and dusts of agricultural pesticides, insecticides based on different percentage of active materials. Production capacity: 500/1,000 Kg. per hr. of finished product. Tarsis Agricultural & Industrial Chemicals Co., Ltd. (importer, exporter, manufacturer), Petah Tiqva (Kiriat Arie), P.O. Box 183, Tel Aviv. WTD in preparation.

PHILIPPINES—Mill for boxboard and chipboard with capacity 50 tons/day, working width 90" or more, 12 to 32 caliber board. Complete new or used plant desired, to be installed on site and set in operation by seller or engineering firm; electrostatic printing equipment. Maher Graphic Machinery, Inc. (importer, wholesaler, retailer), 36 Sampaloc Ave., Quezon City. WTD in preparation.

356 General industrial machinery

PAKISTAN—Machinery for production of citric acid. Requests catalogs, quotations, C&F., Karachi. Rahman Industries Ltd. (importer), F-41 Estate Ave., S.I.T.E., Karachi. WTD in preparation.

361 Electric transmission, distribution equipment

● **BRAZIL**—Supply of 204,280 watt-hour meters, single phase, three phase, and polyphase, in 12 various categories and quantities. Tender No. 34-BX-A-11573-R, bid deadline June 30. To be financed by World Bank loan. Tender documents available in both English and Portuguese for 70 new cruzeiros per set (4.024 new cruzeiros=$1) from the Companhia Auxiliar de Empresas Electricas Brasileiras (CAEEB), Coordenador de Compras, Avenida Rio Branco, 135-15° andar, ZC-00, Rio de Janeiro GB, Brazil. Terms and specifications available for review only, but not for loan at the Scientific and Business Equipment Division, BDSA-653, Room 4120, U.S. Department of Commerce, Washington, D.C. 20230.★

● **INDIA**—Supply of testing instruments for various microwave systems including seven sets each of the following: microwave power meters; low power coaxial attenuators; waveguide frequency meters; coaxial to waveguide adaptors; SHF signal generators; universal probe carriages; standing wave ratio meters; microwave link analyzers; transmission measuring sets and clip-on DC milliammeters. Tender No. 162-8/68-TPL (CP), bid deadline June 27. To be financed under Exim Bank credit. Total value approximately $100,000. Requested by the Deputy Chief Engineer (CP), Posts and Telegraphs Directorate, Sardar Square, Parliament St., New Delhi-1, India. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939)

● **PAKISTAN**—Supply of following equipment in various quantities: watt-hour meters; variacs; condensers; resistors; voltmeters; rectifiers; mercury arcs; switches; regulators; capacitors; registors; dynamometers; main control and distribution panels with accessories; two pin receptacles, three and four cord and plug sets, single and double poles; "U" shape connectors, outlet with switches, banana plugs and posts; small size fuse base. Tender No. S-11/176/65-66/IDA, bid deadline July 2. Procurement will be financed by IDA Credit No. 49 Pak.

Requested by The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan—Cable: "Supply", Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● **THAILAND**—Supply of 35,000 kilowatt hour meters, single phase, two wire, 220 volts A.C., 50 cycle, 5 (15) amperes and 15 (45) amperes; also 70,000 terminal adapters, for use with above meters. Tender No. MEA-PSD-155, bid deadline July 7.

Requested by the Metropolitan Electricity Authority, Purchase and Stores Division, 121 Chakraphet Road, Bangkok, Thailand. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

362 Electrical industrial apparatus

TRINIDAD, W.I.—Small electric motors—110/115v 60 cycles single phase—½, 1, 1½ hp. Davidson-Arnott & Co., Ltd. (importers, manufacturers' representatives), 110 Henry St., Port of Spain. WTD 2/68.

365 Radio, television receiving sets

PORTUGAL—Radio amplifiers, tape recorders, other sound recording, reproducing equipment for home entertainment. Direct purchase, agency. CENTELEC (importer, distributor of electronic equipment), Centro Tecnico de Electronica, Lda., Av. Fontes Pereira de Melo 47-4°, Dto., Lisbon. WTD in preparation.

SPAIN—Audio, video electronic items. Neotecnica, S.A.E. (importer, distributor), Marques de Urquijo 44, Madrid (8). WTD 5/69.

373 Ship building, repairing

HAITI—Cargo vessel with following specifications: approximately 200-300 tons capacity; speed of at least 9 to 10 knots; single deck; wide cargo hatch; single H.D. propulsion engine; cargo gear; either wood or iron hull acceptable; vessel built for cargo service rather than converted is preferred. Jean St. Hubert, Cric Crac Store (importer, retailer, wholesaler, shipper), 243 Blvd. Jean-Jacques Dessalines, Port-au-Prince. WTD 11/68.

381 Engineering, laboratory, scientific, research instruments

SWEDEN—Instruments for aircraft. Direct purchase and agency. Aero-Import, Ulf Wiberg (agent, importer), 33 Limmaregatan, S-603 60 Norrkoping. WTD 5/69.

384 Surgical, medical, dental instruments, supplies

● **MALAWI**—Supply of 45 items of ban-

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60504, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 11 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, ORE., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

dages of various types and sizes, swabs and dressings, gauze and adhesive plaster, tissue, towels, wadding, and many more in many categories and thousands of packs. Tender No. 69/5, bid deadline June 26. Requested by Medical Stores, Ministry of Health, Private Bag 10, Blantyre, Malawi. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

505 Farm product, raw materials

MOROCCO—Cotton, raw, short fibers, second quality, wrapped in bales for local spinning mills. Quotations c.i.f. Casablanca. Exclusive agency. Eurafric (importer, agent), B.P. 851, Casablanca. WTD 5/69.

Sudan calls for bids on a variety of items to equip new hospital

The Sudan Ministry of Health invites bids for 1,593 items of hospital equipment in many categories and in thousands of quantities, including: surgical instruments, equipment, and supplies; ward furniture and equipment, operating theatre equipment; X-ray units, machines, generators and accessories; appliances and apparatus for orthopedic and accident department; instruments and equipment for dental department and laboratory; surgical instruments and apparatus for eye, ear, nose, and throat department; equipment and supplies for laboratories; out-patient department equipment; also many more related hospital accessories, sundries, and supplies.

The bid deadline is July 7. The estimated value is over $5 million. Tender documents and specifications are available at $45 each from the submitting agency: The Chief, Division of Medical Supplies, Ministry of Health, Light Industrial Area, Khartoum South, Khartoum.

Tender terms and specifications in three volumes, are available for *review only*, at the Scientific Business Equipment Div. BDSA, Room 4120, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Iran issues tenders for audio equipment

The Iranian State Railways has issued Tender No. 96/48, for the supply of various items of audio equipment. Bid deadline is July 27.

Bid should offer fifteen 100 watt transistorized amplifiers; fifteen 4 band transistorized receivers; fifteen 4 track 3 speed tape recorders; fifteen 45 rpm phonographs; 1,441 loudspeakers and volume controls, and 15 dynamic microphones. All equipment to operate from 110 volts D.C. and to be installed in 347 railway wagons.

Copies of tender announcement and specifications are available from the Iranian State Railways, Tehran, Iran, or on a short-term loan basis to firms located in the U.S. from the der No. 96/48, for the supply of various items Communicatoins-Electronics Div., BDSA-643, Rm. 4209, Depart. of Commerce, Wash., D.C. 20230.★ (Telephone: 202-967-4823).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

SPAIN—Revolvers, pistols, rifles, carbines. Borchers, S.A. (importer, exporter, agent), Apartado Postal No. 22, Guernica, Vizcaya. WTD 4/69.

196 Small arms ammunition

SPAIN—Ammunition for small arms. Borchers, S.A. (importer, exporter, agent), Apartado Postal 22, Guernica, Vizcaya. WTD 4/69.

201 Meat products

SPAIN—Raw, salted and dried skins, hides; wastes, trimmings thereof. Lopez Membiela, S.L. (sales agency), Payo Gomez 18, La Coruna. WTD 1/69.

203 Canning, preserving foods

NETHERLANDS—Special types of raw materials for bakeries, margarine factories, processors, such as preservatives. Exclusive representation for Benelux. Hugenholtz, A.F.H. (importer, distributor), 97 Bosschestraat, Scheveningen/The Hague. WTD 12/67.

204 Grain mill products

NETHERLANDS—Special types of raw materials for bakeries, margarine factories, processors, such as pre-cooked rice flour. Exclusive representation for Benelux. Hugenholtz, A.F.H. (importer, distributor), 97 Bosschestraat, Scheveningen/The Hague. WTD 12/67.

208 Beverage industries

NETHERLANDS—Special types of raw materials for bakeries, margarine factories, processors, such as flavorings, colorings for food. Exclusive representation for Benelux. Hugenholtz, A.F.H. (importer, distributor), 97 Bosschestraat, Scheveningen/The Hague. WTD 12/67.

209 Food preparations

NETHERLANDS—Special types of raw materials for bakeries, margarine factories, processors, such as lecithin. Exclusive representation for Benelux. Hugenholtz, A.F.H. (importer, distributor), 97 Bosschestraat, Scheveningen/The Hague. 12/67.

229 Textile goods

MOROCCO—Yarns, metallic (sparkling), spangled. Quotations c.i.f. Casablanca. Exclusive agency. Simon J. Benarrosh (importer, agent), 58, Rue Abdallah Almediouni, Casablanca. WTD 5/69.

SPAIN—Waste, textile, processed; cordage, twine. Lopez Membiela, S.L. (sales agency), Payo Gomez 18, La Coruna. WTD 1/69.

242 Sawmills, planing mills

SPAIN—Sawed coniferous lumber (Alabama's Pinus Melis, Oregon pine); non-coniferous lumber such as walnut, oak. Lopez Membiela, S.L. (sales agency), Payo Gomez 18, La Coruna. WTD 1/69.

261 Pulp mills, products

GERMANY—Sulfite, sulfate woodpulp; bleached, unbleached. Ing. Guenther Rieth (manufacturers' agent), 532 Bad Godesberg, Beethovenstrasse 68. WTD 5/69.

273 Books

SPAIN—Technical, scientific, professional books only. Exclusive agency. J. Diaz de Santos (bookstore, importer, retailer), Lagasca 95, Madrid (6). WTD 10/68.

281 Industrial chemicals

PHILIPPINES—Chemicals: petroleum, industrial, reagents and laboratory. G. S. International Co., Inc. (importer, wholesaler, indenter), R-400 TMBC Bldg., Ayala Ave., Makati, Rizal. WTD 4/69.

282 Synthetic materials

MOROCCO—Cellulosic man-made, synthetic, staple fibers for textile processing mills; yarns, synthetic, cellulosic, all sizes and colors. Quotations c.i.f. Casablanca. Exclusive agency. Simon J. Benarrosh (importer, agent), 58, Rue Abdallah Almediouni, Casablanca. WTD 5/69.

Fibers, synthetic and cellulosic (rayon, viscose, staple), unbleached and colored for local spinning mills. Quotations c.i.f. Casablanca. Exclusive agency. Eurafric (importer, agent), B.P. 851, Casablanca. WTD 5/69.

286 Gum, wood chemicals

THAILAND—Developed fast color dye for dyeing, printing of cotton and silk fabric. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Pu Min Ltd. Partnership (importer, wholesaler), 15 Pard Sai Rd., Bangkok. WTD in preparation.

289 Chemical products

ISRAEL—Sealing compounds for joints in walls, floors of buildings, constructions, and for joints or interspaces between aluminum or steel window- and doorframes, concrete. Sealing compounds to be highly resistant, elastic. Exclusive agency, possibly direct purchase. Astris Industrial Promotion, Trade and Trust Company, Ltd. (industrial promoters, international traders), 71 Yehuda Halevy St., Tel Aviv. WTD in preparation.

306 Fabricated rubber products

PHILIPPINES—Medical rubber goods including rubber sheets, hygienic rubber goods, other related items. Gateway Enterprises Co. (importer, wholesaler, indenter, manufacturer), Rm. 818 Rosario Bldg., Rosario St., Manila. WTD 1/69.

331 Steel mill products

NETHERLANDS—Various types of steel sheets, coils, pipes, tubes, plates, rods, wire, reinforcing rods, stainless steel, coated steel. Exclusive representation. Van Wijk & Boerma N.V. (importer, exporter, manufacturer, wholesaler), 3 Hofweg, The Hague. WTD 2/68.

332 Iron, steel foundries

NETHERLANDS—Various types of steel pipe. Exclusive representation. Van Wijk & Boerma

(importer, exporter, manufacturer, wholesaler), 3 Hofweg, The Hague. WTD 2/68.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Various types of aluminum sheets, coils, pipes, tubes, extrusions, rods, wire. Exclusive representation. Van Wijk & Boerma (importer, exporter, wholesaler, manufacturer), 3 Hofweg, The Hague. WTD 2/68.

339 Primary metal industries

NETHERLANDS—Various kinds of steel forgings. Exclusive representation. Van Wijk & Boerma (importer, exporter, manufacturer, wholesaler), 3 Hofweg, The Hague. WTD 2/68.

342 Cutlery, hand tools, general hardware

THAILAND—Clamps, wrenches. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Pu Min Ltd. Partnership (importer, wholesaler), 15 Pard Sai Rd., Bangkok. WTD in preparation.

344 Fabricated structural metal products

NETHERLANDS—Various types of steel and aluminum plates, profiles. Exclusive representation. Van Wijk & Boerma (importer, exporter, wholesaler, manufacturer), 3 Hofweg, The Hague. WTD 2/68.

347 Coating, engraving services

NETHERLANDS—Various types of clad and coated steel, steel strips. Exclusive representation. Van Wijk & Boerma (importer, exporter, wholesaler, manufacturer), 3 Hofweg, The Hague. WTD 2/68.

354 Metalworking machinery

PHILIPPINES—Industrial supplies including welding and cutting equipment, spring balances, weighing machines, other related items. G. S. International Co., Inc. (importer, wholesaler, indenter), R-400 TMBC Bldg., Ayala Ave., Makati, Rizal. WTD 4/69.

355 Special industry machinery

BRAZIL—Freeze dry equipment for coffee, fruits, other vegetables. Tecfril S.A. Industria e Comercio (manufacturer, agent), Rua Corrientes 130, Sao Paulo. Correspondence Attn: Gilberto Gregori. WTD 10/68.

THAILAND—Textile machinery parts. Requests catalogs, brochures, c.i.f. Bangkok prices. Exclusive agency. Pu Min Ltd. Partnership (importer, wholesaler), 15 Pard Sai Road, Bangkok. WTD in preparation.

357 Office, computing, accounting machines

MOROCCO—Teaching machines, audio-visual equipment for use in schools, colleges, universities. Quotations c.i.f. Casablanca. Exclusive agency. Societe Cherifienne de Representations Industrielle et Medicale (importer, agent), 44, Boulevard d'Argonne, Rabat. WTD 5/69.

364 Electric lighting, wiring equipment

PHILIPPINES—Electrical insulating materials, all kinds, including insulators, tapes, pole line hardware and other related items. G. S. International Co., Inc. (importer, wholesaler, indenter), R-400 TMBC Bldg., Ayala Ave., Makati, Rizal. WTD 4/69.

371 Motor vehicles, motor vehicle equipment

PHILIPPINES—Auto spare parts, accessories. G. S. International Co., Inc. (importer, wholesaler, indenter), R-400 TMBC Bldg., Ayala Ave., Makati, Rizal. WTD 4/69.

381 Engineering, laboratory, scientific research instruments

AUSTRALIA—Scientific equipment. The Managing Director, Dynavac High Vacuum Pty. Ltd. (importer, distributor, agent), Post Office Box 133, Burwood, Victoria 3125. WTD 7/68.

384 Surgical, medical, dental instruments

MOROCCO—Medical, surgical, scientific and laboratory equipment including hospital disposables (articles and small accessories to be thrown away after use), cryogenic equipment (using extreme cold in operations); special air conditioning equipment designed for the medical, surgical sectors. Quotations c.i.f. Casablanca. Exclusive agency. Societe Cherifienne de Representations Industrielle et Medicale (importer, agent), 44, Boulevard d'Argonne, Rabat. WTD 5/69.

PHILIPPINES—Medical instruments such as hypodermic needles and syringes, bandage scissors, surgical scissors, nostril scissors, mathew needle holder, tongue depressors, and other related items. Gateway Enterprises Co. (importer, wholesaler, indenter, manufacturer), Rm. 818 Rosario Bldg., Rosario St., Manila. WTD 1/69.

399 Manufacturing industries

SPAIN—Gift items, especially as give outs for commercial publicity purposes. Fernando Lozano Dominguez (agent), Apartado Postal 50.042, Madrid (6). WTD 5/69.

505 Farm product, raw materials

MOROCCO—Cotton, raw, short fibers, wrapped in bales for local spinning mills. Quotations c.i.f. Casablanca. Exclusive agency. Simon J. Benarrosh (importer, agent), 58, Rue Abdallah Almediouni, Casablanca. WTD 5/69.

Leads for Importers

Commodities are offered direct unless specified

149 Nonmetallic minerals

NEPAL—Quartz crystals of different sizes, transparent, both faced and broken, free from defect, impurities; ruby mica of grade 2 to 6, clear, fairly stained, goodstained, stained, heavily stained. Samples will be furnished upon request. Deepak Mining Industries, 10/250 Saugal Tole, Lalitpur. WTD in preparation.

228 Yarn, thread mills, products

BRAZIL—Combed woolen yarns for knitting, wool tops. Lanificio Santo Amaro S.A. (manufacturer), Rua Retiro 145, Tatuape, Caixa Postal 14522, Sao Paulo, State of Sao Paulo. Attn: Mr. Ivan Zarif. WTD 4/69.

283 Drugs

MOROCCO—Pure Bourbon vanilla extract. Can be formulated with alcohol according to various applications and uses such as food, industry; Bourbon vanilla beans, powder. Samples, quotations available upon request. Etablissements Robert G. Riffe (exporter), 24, Blvd. Emile Zola, Casablanca. WTD 5/69.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—French perfumes, medium- and low-priced products of good quality, primarily Cologne water, toilet water for men, offered for wholesale exportation to U.S., preferably through channel of well-established, active sales agents who will be furnished, upon request, price lists, descriptive literature. Parfumerie Peyronnet (manufacturer, exporter), 12 Rue Archambaud; 33- Talence, Gironde. WTD in preparation.

MOROCCO—Suntan product basically made of coconut oil; exists in oily lotion, moisturizing milk, foam. Samples, quotations available upon request. Grande Pharmacie Normale (pharmacy, manufacturer), 39, Blvd. Mohammed V, Casablanca. WTD 5/69.

Visiting Buyers and Officials

HONG KONG—Dr. C. T. Chen, dir., Dept. of Business Management, New Asia College, The Chinese University of Hong Kong, 6 Farm Road, Kowloon, Hong Kong, **interested in meeting marketing and management executives of industrial firms.** June 15 via San Francisco for four weeks. c/o University of California, Berkeley, Calif. Itinerary: San Francisco, Berkeley, New York, Detroit.

ITALY—Dr. Luigi Bergamini, C.E.I., 15 Via Tuscolano, Bologna, **interested in appointing U.S. sales agents for C.E.I.'s line of electronic organs.** About June 2 via New York for approx. 20 days. c/o Italian Consulate General, New York, N.Y. Itinerary: New York, Chicago, St. Louis, Los Angeles. WTD in preparation.

SWEDEN—Krister Hanner, Butiksutveckling AB, Industrivagen 18, S-171 48 Solna 1, **interested in visiting supermarkets, shopping centers, especially the marketing sections of these organizations, ice cream factories, food processing plants.** June 6 via New York for two and a half months. c/o Albert Hanner, 4362 Grace Ave., Bronx, New York, N.Y. Itinerary: New York, Philadelphia, Baltimore, Washington, Columbus and Mansfield, Ohio, Chicago, Milwaukee, Minneapolis, Springfield, Boston, New York. WTD in preparation.

TURKEY—Hayim Dalva, representing Yildiz Komandit Sirketi, Akgerman Han No. 301, Izmir, and Ergun Alkanat, representing Oto Donat Kollektif Sirketi, Gazi Bulvair No. 120, Izmir, **interested in importing U.S. automotive spare parts.** May 29 via New York for 16 days. c/o Freedco Products Inc., 36-008 33rd St., Long Island City, N.Y. 11106. Itinerary: New York, Detroit, cities in Illinois, Cleveland. WTD 1/68 on Oto Donat Kollektif Sirketi; WTD 9/65 on Yildiz Komandit Sirketi under revision.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—Of interest to U.S. equipment suppliers and water engineering firms is the recent review of a 30-year program by Cia. Metropolitana de Agua de Sao Paulo (COMASP), a state-controlled corporation organized to supply water to metropolitan Sao Paulo.

Of particular interest is the fact that separately, the City of Sao Paulo and about 37 other city governments in the metropolitan area will be obliged to improve and extend their water distribution systems to receive the vast quantities of water which COMASP will deliver within the next few years.

COMASP is presently working at full speed on the Juqueri System, consisting of two dams and reservoirs, water tunnels and channels, and pumping and water treatment stations. This project, by 1970, will add 5.5 cu. m. per second to the present metropolitan area water supply when the first stage is completed, and 33 cu. m. per second upon completion of the system. This project, which is diverting the Juqueri River to Sao Paulo through a series of tunnels and reservoirs through the Cantareira ridge, will include two major works:

(1) the Sta. Ines pumping station, which will be built deep within a mountain and require excavation of 10,000 cu. m. of rock, will have four 20,000 hp pumps—three of which already have been purchased from Hitachi of Japan.

(2) the Guarau water treatment station, which will be the second largest in the world (after Chicago's) with a capacity of 2,850 million liters per day, enough water for seven million people. COMASP is inviting suppliers of water treating equipment interested in bidding for the Guarau station to submit prequalification applications by July 8. (INTERNATIONAL COMMERCE, June 2, p. 39).

COMASP has received a $11.5 million loan from the Inter-American Development Bank and a $5 million loan from the Swedish assistance fund for Latin America. These loans are being used for purchasing foreign equipment, components and raw materials for nationally manufactured equipment through international tenders.

To meet the expected water demand through the year 2000, COMASP has several improvements in existing supply systems in the planning stage, including a 104-km. aqueduct around Sao Paulo, interconnecting all metropolitan supply and distribution systems.

According to some, the existing distribution network in the City of Sao Paulo, which is operated by the state agency DAE, is obsolete.

The responsibility for water distribution in Sao Paulo is to be transferred to the municipal government, which it is reported will have to remodel and expand the network completely. The cost of this project is estimated to be more than the total cost of COMASP's Juqueri System.

U.S. firms interested in the COMASP projects either as engineers or equipment suppliers, should contact Mr. Haroldo Jezler, president of Cia. Metropolitana de Agua de Sao Paulo, Av. Paulista, 1938, 89 andar, Sao Paulo, Brazil.

GUYANA—Additional information has been received regarding the Government of Guyana's **long-range potable water supply and sea defense programs.** (INTERNATIONAL COMMERCE, Dec. 23, p. 35).

Work is already in progress on a $3.7 million water project for Georgetown's populated outlying areas extending ten miles southward along the seacoast and twenty miles southward along the east bank of the Demerara River. The municipal water systems of Georgetown and New Amsterdam will be the subject of additional undertakings.

A prefeasibility study for the rural coastal plain jointly financed by the Guyanese Government and AID was completed in February by James M. Montgomery Consulting Engineers, Pasadena, Calif. It envisages a three-phased construction program to provide wells, water treatment and storage facilities, pumps and transmission lines, and ancillary equipment, to be installed over a 30-yr. period at a total cost of $54 million.

The Government of Guyana is expected to invite tenders in August for the construction of sea defenses on the coast of Guyana adjacent to Georgetown.

The works are being financed by the International Bank for Reconstruction and Development. Tender documents will provide for separate tenders for the construction to the east and to the west of the mouth of the Demerara River at the same time enabling tenderers to bid for all the work as one contract.

The construction will vary in detail between each section of work but essentially will comprise mass concrete or stone protected embankments, reinforced concrete walls, steel sheet piling and gabions. Drainage outfalls will also be constructed.

The east coast contract will cover 21,230 ft. of sea wall in two section 6½ miles apart. It is anticipated that most of the work can be carried out between tides. The west coast contract will cover 5,000 ft. of sea wall in four sections along a 3½ mile stretch of coastline. It is anticipated that cofferdams will be required for much of the work.

Interested contractors should apply, by mid-June, to the consulting engineers for this project Sir William Halcrow and Partners, Newcombe House, 45 Notting Hill Gate, London W.11. —(cable address: Propulsion, London W.11) stating: 1) whether they wish to tender for one or both contracts; 2) details of the history, scope and turnover of their organization; 3) details of similar works which they have undertaken, including the cost of each; 4) their resources in plant and experienced personnel available for these contracts; 5) the name of the bank or insurance company which will act as guarantor to the employer both in respect of the tender and for the performance of the contract; 6) the name of the bank to whom reference can be made for details of the contractor's financial standing.

GERMANY—The Vereinigte Aluminum-Werke AG, Bonn, has announced plans to build an **aluminum smelter** in the Stade Industrial Park. The company's negotiations with Lower Saxony and the Nordwestdeutsche Kraftwerke AG, Hamburg, have reportedly resulted in an agreement in all basic questions.

The new facility will be built on a government-owned site in the immediate vicinity of the projected Dow chemical operations. The initial stage of operation due on stream by 1973 is to have a rated capacity of 80,000 tons yearly. When the plant has moved into full operation the total rated capacity should reach 240,000 tons annually. Start-up costs for the new plant will amount to $75 million. Lower Saxony will handle infra-structure costs.

Two **nuclear power plants** are also planned for Lower Saxony; one in the Salzgitter area and the other on the North Sea coast. The latter would assure ample power for the industrialization planned for the region from Stade to Cuxhaven at the mouth of the Elbe river as well as the area around Wilhelmshaven.

ICELAND—The Export-Import Bank has announced the authorization of an additional **$600,000 loan to the Government of Iceland** to help finance U.S. purchases of beneficiation, filtering and drying equipment required for expansion of the diatomite plant of Kisilidjan, h.f., a company owned jointly by the Icelandic Government and Johns-Manville Corp. of New York. (See INTERNATIONAL COMMERCE, May 12, p. 17).

Engineering, design and construction supervision services will be provided by Johns-Manville.

MEXICO—The Government of Mexico is planning to build a **rolling mill** with annual production capacity of ten to twelve thousand tons of wire and rods.

A complete rod mill will be required with facilities as follows: Electric furnace of six to eight tons per hour capacity (2500 KVA) with consumption of 600 KWN per metric ton; a reheating furnace using natural gas or diesel oil; auxiliary equipment; rolls, cooling beds, overhead cranes, maintenance equipment, and other necessary items.

U.S. firms interested in offering engineering services, feasibility studies and supplying equipment are urged to contact Licenciado Maximo Valdiviesco, Gerencia General de Abastecimientos, Comision Federal de Electricidad, Rodano 14, Mexico, D.F., Mexico.

Prices f.o.b. Veracruz should be specified together with form of payment, terms and estimate of time for shipping and installation. U.S. firms should provide a general study of requirements for the entire plant, including personnel, electricity, water, gas and space.

SOUTH AFRICA—The Amalgamated Hotels Ltd. has announced that the **four Holiday Inns** (INTERNATIONAL COMMERCE, Apr. 28, p. 39), involving R5 million ($7 million) for Natal are to be located as follows: 1) Umhlanga Rocks—400 rooms, to be built on a 5½ acre beach site 12 miles north of Durban; 2) Pinetown—120 rooms in an industrial area about seven miles from Durban; 3) Pietermaritzburg —120 rooms on a 5½ acre site; 4) Durban—250 rooms.

According to Mr. Fred Gottgens, managing director, the Holiday Inns Division of Amalgamated Hotels Ltd., Durban, three additional sites are being negotiated, two in Durban and one on the Natal South Coast. Other groups have also announced impressive expansion plans. The Southern Sun Hotel Corp., already erecting a hotel on Durban's beach-front, now plans to double its size. The project will cost R6 million ($8.4 million) with accommodations for 1,250 people, and a convention hall seating 600. Also, Dubin Investments has announced plans to commence work on a R2.5 million ($3.5 million), 400-bedroom hotel which will be leased to the Southern Sun Hotel Corp.

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Market Factors in Finland. OBR 69-9. 11pp. Information on the economic outlook, nature of the market, and competition, and a market analysis for selected commodities is included.

Foreign Trade Regulations of Thailand. OBR 69-13. 7pp. Trade policy, import tariff systems, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, export controls, U.S. controls, and government representation are among topics covered.

Foreign Trade Regulations of the Federal Republic of Nigeria. OBR 69-14. 9pp. Information similar to that included in the report on Thailand is listed here for Nigeria.

Foreign Trade Regulations of Jordan. OBR 69-15. 6pp. Material on Jordan similar to that listed above for Thailand and Nigeria is included.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Jordan Directory for Trade and Industry—1968.* Published by Ghnaim's Advertising and Publicity Agency. Amman, Jordan. 1969. $6.80.**

Names and addresses of commercial establishments in Jordan are listed in this directory compiled by the Jordanian Chambers of Commerce. Also included is a classification, by category, of the type of business or service engaged in by each firm. It contains sections in English, French, German, and Arabic.

Write: Ghnaim's Advertising and Publicity Agency, P.O. Box 747, Amman, Jordan.

***Surveys of African Economies, Volume 2: Kenya, Tanzania, Uganda and Somalia.* Published by the International Monetary Fund, Washington, D.C. 1969. 448pp. $5.**

This comprehensive survey of four East African economies—including a summary of regional economic relationships—is planned for international economists, traders, and investors with special interests in this area.

Based on individual country reports submitted by the IMF survey missions in 1967, the current volume reviews the progress of relevant economic indicators over the period 1961-67 and examines the prospects for achievement of future growth in each of the economies. The inclusion of a regional survey reflects the growing emphasis on economic cooperation and integration among African nations and spotlights the achievements and prospects for future development within the East African Community framework.

Write: The Secretary, International Monetary Fund, 19th and H Sts. NW., Washington, D.C. 20431.

***The Japanese as Consumers.* By Boye de Mente and Fred Thomas Perry. Published by Walker and Co. New York. 1969. 256 pp. $7.95.**

This book was designed to acquaint the English-speaking businessman with the growing Japanese mass market and the opportunities it offers. It gives an extensive portrait of the Japanese as general consumers.

Aims of the book are to relate the Japanese to their homes, their work, and their varying community environments; and to show how attitudes and behavior patterns developed in these contexts affect day-to-day consumption habits.

Sources for the book are primarily Japanese-language materials not ordinarily available in translation.

Write: Walker & Co., 720 Fifth Ave., New York, N.Y. 10019.

***EFTA Trade 1959-67.* Published by European Free Trade Association. Geneva. 1969. Approx. 200 pp. Free.**

Sections of this publication contain information on: the position of EFTA in world trade; long-term trends in EFTA trade; and EFTA trade in clothing.

A statistical annex includes tables on: balance of trade and payments, and terms of trade; total exports and imports by area and by commodity; trade by selected commodity groups; intra EFTA trade, by country and by commodity; EFTA trade with the EEC; EFTA trade with the United States; EFTA trade with Eastern Europe; and EFTA trade with developing areas.

Write: EFTA Information Office, Suite 714, 711 Fourteenth St. NW., Washington, D.C. 20005.

***Capital Goods from Holland.* Published by ABC voor Handel en Industrie C.V. of Haarlem, the Netherlands. 1969. 176pp. Free, in limited quantity.**

Major Dutch manufacturers of machines, equipment and materials are listed in this directory. The index lists hundreds of different types of capital goods and their section numbers in four languages —English, French, German, and Spanish. Subjects are cross-referenced in the index.

Industries covered include: building and construction, automotive, electrical and electronics, medical equipment, agricultural machinery, aviation, textiles, petroleum, packaging, and many others.

The following information is included for each listed firm: street address; year of establishment; capitalization; banking facilities; names of managing directors, partners, or owners; number of employees; names and addresses of foreign representatives; and others.

Write: Netherlands Consulate General, Commercial Division, 10 Rockefeller Plaza, New York, N.Y. 10020.

INTERNATIONAL MARKETING INFORMATION SERVICE

This identification symbol, which appears on each of the International Marketing Information Service reports, will also accompany announcements of new reports in the series. An article in the May 9 issue announcing the series included a list of 34 titles.

Latest IMIS reports are:

Country Market Digests (best sales prospects in): Saudi Arabia, IMIS—69-8. 10 cents.

World Markets for U.S. Products: Agricultural Machinery in Sweden, IMIS—69-109. 10 cents.

Exhibitors Export Market Guides *(for Trade Center Shows): Milan, Italy*—Training Aids, Oct. 21-25, 1969. 10 cents.

London, U.K.—Metallurgy '70, Dec. 8-12, 1969, IMIS—69-61. (Number was incorrectly listed as IMIS—69-67 in May 19 issue.) 10 cents.

IMIS reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

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Calendar *for international traders*

BEAVER FALLS, Pa.—June 27—Export Luncheon Forum, Holiday Inn, 12 noon. Sponsors: Chamber of Commerce, REEC.

CEDAR RAPIDS, Ia.—June 17—International Trade Bureau Port of New York night, Roosevelt Hotel. Dinner, 7 p.m. Topic: Containerization. Sponsor: Chamber of Commerce.

CHICAGO—June 18—Chicago Midwest Credit Management Assn., Bismarck Hotel.

CHICAGO—June 19—In-Office Meeting, Commerce Field Office.

CLEVELAND—June 18—Basic Export Workshop, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, REEC.

CLEVELAND—June 25—Export Documentation Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn.

DETROIT—June 19—World Trade Club meeting, Pick-Ft. Shelby Hotel, 6 p.m.

DETROIT—June 25—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

DOYLESTOWN, Pa.—June 16—Int'l Trade Development Assn. of Bucks County monthly dinner meeting, Conti's Cross Keys Inn, 5:30 p.m. Report on trade mission to S. America.

HONOLULU—June 18—Export-Import Workshop, Rm. 286, Alexander Young Bldg., 10 a.m. Sponsors: Commerce & Small Business Administration Field Offices.

KANSAS CITY—June 26—Export Development Workshop, Federal Office Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—June 24—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

MEMPHIS—June 17—World Trade Club, Chickasaw Country Club.

MEMPHIS—June 18—Mid-South Exporters Roundtable, Cafe St. Clair.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NASHVILLE — June 25 — Export Workshop on Procedures, U.S. Court House. Sponsors: Commerce Memphis Field Office, U.S. Customs Office.

NEW YORK—June 17—Last of 8 lectures on International Business Marketing-Management, Zeckendorf Campus, Long Island University. Sponsors: Commerce Field Office, REEC, College of Business Administration, L.I.U.

NEW YORK—June 17—FCIB Hardware-Automotive & Allied Trades Group Meeting, Advertising Club, 12:30 p.m.

NEW YORK—June 19—FCIB Drug, Chemical & Food Export Club Meeting, Advertising Club, 12:15 p.m.

NEWARK, N.J.—June 19—Profits in Exports, Small Business Administration, 970 Broad St. Sponsors: Commerce N.Y. Field Office, REEC, SBA.

PHOENIX—June 27—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

PITTSBURGH—June 18—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—June 19—World Trade monthly luncheon, William Penn Hotel, 12:15 p.m. Sponsor: World Trade Council, Chamber of Commerce.

RIO PIEDRAS, P.R.—June 18—Sixth of 12 weekly lectures in Spanish on Introduction to International Trade, Rm. 238, Social Sciences Bldg., University of Puerto Rico, 8 p.m. Sponsors: U.S., Puerto Rico Departments of Commerce; REEC; Pan American World Airways.

ST. LOUIS—June 18—"Show You" Export Workshops on Documentation, for airline employees, Lambert St. Louis Municipal Airport, 9 a.m.-3 p.m. Sponsors: Commerce Field Office, World Trade Club, Chamber of Commerce.

SAN FRANCISCO—June 25-26—Businessmen's Consultation, **Richard Garnitz, director, U.S. Tokyo Trade Center.** Sponsor: Commerce Field Office.

WASHINGTON, Pa.—June 23—Export Luncheon Forum, Ramada Inn, 12 noon. Sponsors: Chamber of Commerce, REEC.

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